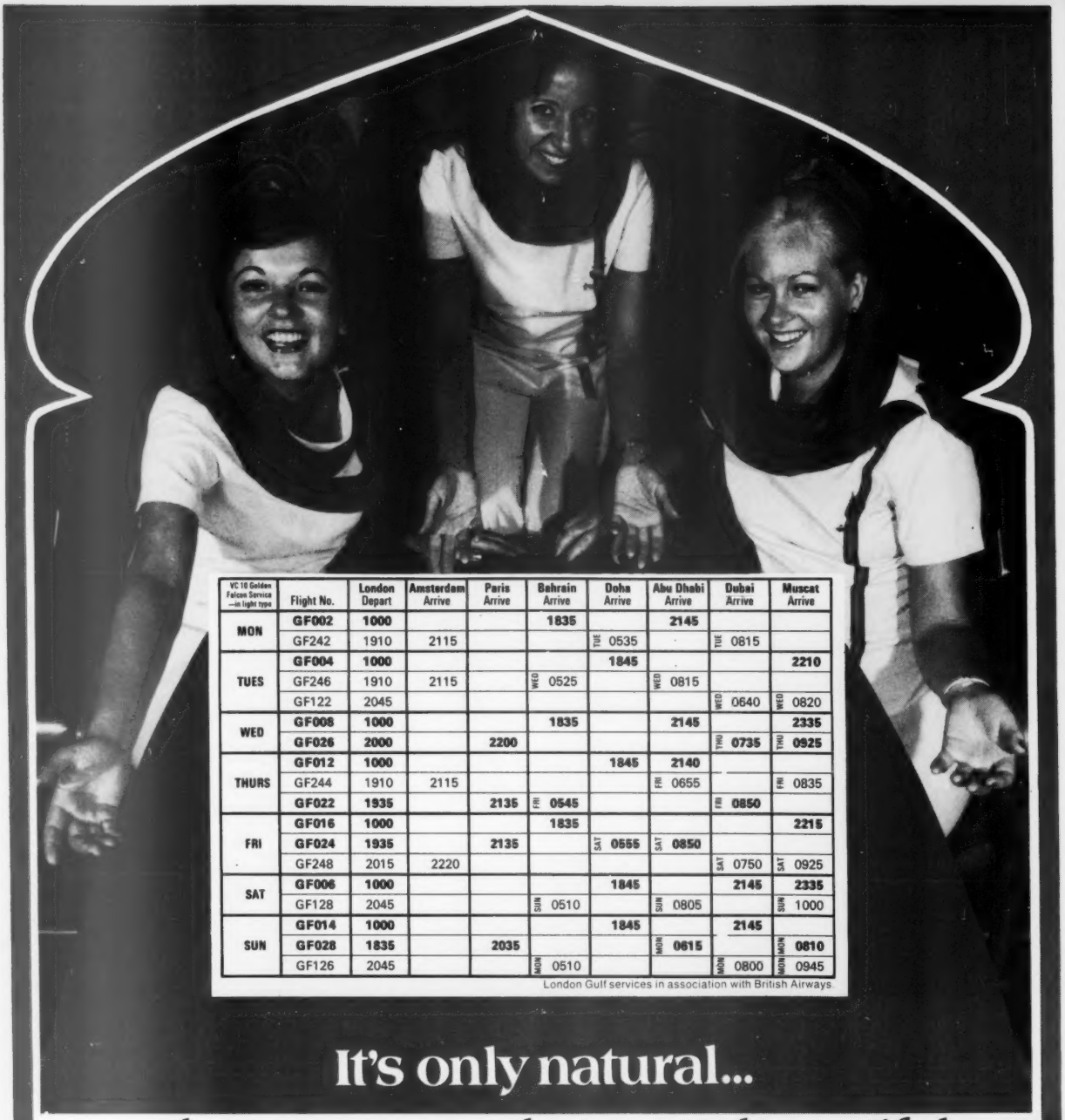
Trade and Industry

26 August 1977 Every Friday 35p

Dell in Brazil Export opportunities at Cern
Film and tv exports Machine with a mission



VC 10 Golden Falcon Service —in light type	Flight No.	London Depart	Amsterdam Arrive	Paris Arrive	Bahrain Arrive	Doha Arrive	Abu Dhabi Arrive	Dubai Arrive	Muscat Arrive
MON	**GF002**	**1000**			**1835**		**2145**		
	GF242	1910	2115			TUE 0535		TUE 0815	
TUES	**GF004**	**1000**				**1845**			**2210**
	GF246	1910	2115		WED 0525		WED 0815		
	GF122	2045						WED 0640	WED 0820
WED	**GF008**	**1000**			**1835**		**2145**		**2335**
	GF026	**2000**		**2200**				THU **0735**	THU **0925**
THURS	**GF012**	**1000**				**1845**	**2140**		
	GF244	1910	2115				FRI 0655		FRI 0835
	GF022	**1935**		**2135**	FRI **0545**			FRI **0850**	
FRI	**GF016**	**1000**			**1835**				**2215**
	GF024	**1935**		**2135**		SAT **0555**	SAT **0850**		
	GF248	2015	2220					SAT 0750	SAT 0925
SAT	**GF006**	**1000**				**1845**		**2145**	**2335**
	GF128	2045			SUN 0510		SUN 0805		SUN 1000
SUN	**GF014**	**1000**				**1845**		**2145**	
	GF028	**1835**		**2035**			MON **0615**		MON **0810**
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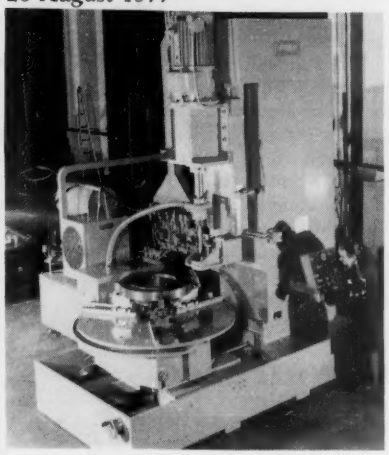
Trade and Industry

26 August 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection



High-precision machine tools like this will be promoted by Alfred Herbert Ltd on a trade mission to Kuwait and Saudi Arabia next month organised by the Coventry chamber of commerce. Herbert machine tools are already in use in many parts of the world.

Trade and Industry

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ABC

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HOME

Price marking in supermarkets

Supermarkets will soon have to clearly mark all prices of food and drink if proposals put forward yesterday (25 August) become law. Contained in a consultative document put forward by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, the proposals would require supermarkets to mark prices on all food and drink for human consumption (including alcoholic drink).

Initially it is proposed to restrict the requirement to self-service shops and to make certain other limited exceptions. The exceptions are for premises with a selling space of less than 25 m^2 and places where the vendor carries on business only occasionally, such as vehicles and market stalls. The requirement would not apply to sales for consumption on the premises.

Copies of the document are available from the Department of Prices and Consumer Protection and comments should be directed to the department (Room 245, 1 Victoria Street, London SW1H 0ET) by 30 September.

Unit pricing extended to meat

By the end of February 1978 the price per pound of virtually all fresh and frozen meat will have to be shown in butchers' shops and at butchery counters in self-service and other retail stores. This will result from an order* published on 22 August which will significantly extend the coverage of the government's unit pricing programme for basic foods.

Announcing the publication of the order, Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said: 'Unit pricing will enable consumers to compare the prices of different cuts of meat, to compare prices as between one shop and another as well as between pre-packed and loose meat. Prices will have to be displayed clearly so that it will not be necessary to ask the price before deciding whether or not to buy.'

The order requires price marking for all fresh, chilled and frozen meat, whether pre-packed or not, when displayed for retail sale. In all cases the price per pound (unit price) must be indicated and, in the case of pre-packed meat marked with the weight, the selling price must be marked on the container. The indications of price per pound may take the form of labels fixed to trays of meat, tickets on joints or a price list.

In a letter to retail trade organisations, Mr Maclennan has explained that he had originally hoped that the order could come into operation in good time for the Christmas trade but he understood this might have created practical difficulties for retailers.

The new order is made under section 4 of the Prices Act 1974 as amended by section 16 of the Price Commission Act 1977: it is one of the measures included in the government's programme to assist shoppers to make price comparisons, which was announced on 6 August 1975. The government will in due course provide for the unit price to be expressed in terms of a metric unit but this will not become mandatory before 1980. This will, as usual, be the subject of wide consultations with trade and consumer interests.

* The Price Marking (Meat) Order 1977 SI No. 1977/1412, HMSO, price 15p.

Night jet restrictions revoked

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, announced on Tuesday that because of continued severe difficulties caused at the airports by the air traffic disputes, the restrictions on night jet movements at Heathrow and Gatwick had been revoked.

He stressed that he expected airlines to continue to do everything they could to minimise the number of night jet arrivals and departures by using alternative flights or hotel accommodation whenever possible.

Mr Clinton Davis said that the government would re-introduce night jet restrictions for the remaining period to 31 October 1977, once the situation approached normal conditions again.

United Industrial to be investigated

Edmund Dell, Secretary of State for Trade, has appointed Gerald James Kay Coles of 2 Park Square East, Leeds, and Peter Holliday Dobson of Yorkshire House, Greek Street, Leeds, to act as inspectors to investigate the affairs of The United Industrial Co Ltd, and to investigate the ownership of the company and in particular an interest in the company in the name of Midland Bank Overseas Nominee Ltd, under the provisions of sections 164 and 172 of the Companies Act 1948.

This appointment follows the receipt of an application from shareholders of the company for the appointment of inspectors to investigate the company's affairs and the ownership of certain shares. A receiver was appointed on 15 December 1976. The registered office of the company is at 54 Holme Lane, Sheffield.

Investment in plastics encouraged

Greater use of plastics will need substantial investment in new plant and machinery, which would also improve the industry's competitiveness. The Department of Industry is aiming to interest companies prepared to consider new plans or advance investment already being considered and has written to 150 leading United Kingdom plastics processors to stimulate new investment in that sector.

The letter draws attention to the substantial government selective assistance available, especially the selective investment scheme and recently introduced £20 million, product development scheme which gives aid for development costs from design through to commercial production of new products and processes. The stimulus is of prime importance to the government's petrochemical strategy, part of the wider industrial strategy, which encourages investment in activities using products derived from the United Kingdom's North Sea resources.

Plastics is an area of potential growth, both

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in the manufacture of materials and their subsequent processing. In particular, the department would like to see United Kingdom use of plastics rise to the higher levels of some other industrialised countries. Plastics goods could also feature more prominently in UK exports. Firms interested in the latest schemes and other assistance are asked to get in touch with their local regional office of the Department of Industry.

OVERSEAS

PO sells Viewdata to W. Germany

Post Office know-how on Viewdata – the communications system linking the telephone with the television set – is being exported to West Germany. Kenneth Cadbury, managing director of Post Office Telecommunications, made the announcement on Tuesday.

He pointed out that with this contract the British Post Office was providing a significant opportunity for British industry, because, he said, 'it gives UK electronics and tv firms a three-year lead in export markets'.

Mr Cadbury said that the Post Office was also in discussion with telecommunication administrations in other countries to sell its Viewdata expertise more widely.

With Viewdata, users can, at the touch of a button, call up information over the phone and display it in words or in simple diagram form on a television screen. The information is stored in a computer.

Further term for Export Year?

Ninety-five per cent of firms taking part in an Export Year survey in Greater Manchester reported that the campaign had assisted in creating a greater general awareness of the importance of exports.

The survey, the results of which were published on Tuesday, was completed among some 60 companies taking part in Export Year in the area by Derek Cracknell, chairman of the Manchester branch of the Institute of Export, on behalf of the north-west Export Year advisory committee.

Over 80 per cent of the companies requested that Export Year should be continued for a further term. There was a generally held opinion that as the campaign had got off the ground, to drop it would be to lose whatever had been gained.

The survey also found that in order to involve the workforce, the majority of companies had relied on the use and distribution of Export Year material supplied by the Export Year office, and had not considered it necessary, or made little attempt, to develop discussion. A total of 15 per cent had made serious efforts to develop a dialogue. In every case this had lead to a marked improvement in relations between management and shop-floor.

STATISTICS

Rise in capital expenditure and stocks

Provisional estimates indicate that the volume of investment in both manufacturing industry and the distributive and service industries (excluding shipping) has risen in the second quarter of 1977, more than offsetting the falls experienced in the first quarter. Capital expenditure by manufacturing industry is estimated at £432 million at 1970 prices, seasonally adjusted, 3 per cent above the revised estimate for the first quarter. Capital expenditure by the distributive and service industries (excluding shipping) is estimated at £512 million, the highest figure since the third quarter of 1975.

It is provisionally estimated that stocks held by manufacturers, wholesalers and retailers increased by about £150 million at 1970 prices, seasonally adjusted, in the second quarter of 1977, following the increase, on revised data, of about £250 million in the first quarter. The provisional estimate for the rise in manufacturers' stocks is about £130 million, the biggest increase being in stocks of finished goods, which rose by £110 million; stocks of materials and fuel rose by about £30 million and there was a small fall in work in progress. Wholesalers' stocks rose by about £30 million and retailers' stocks fell slightly.

Details will be given in the Statistics section next week.

EUROPE

Prime Minister to visit Italy

Prime Minister James Callaghan is to visit Italy at the request of the Italian government from 21 to 22 September, it was announced on Monday. He will meet the Italian Prime Minister, Giulio Andreotti, for talks on matters of mutual concern.

Mr Callaghan is also due to visit the Federal Republic of Germany from 9 to 10 September. The visit is one in a series of Anglo-German consultations at heads-of-government level. The last of these meetings was in January when Chancellor Schmidt visited Chequers.

TECHNOLOGY

Silence of space at Stevenage

The service module for Marots, the European Space Agency's satellite for maritime communications, being set up for electromagnetic compatibility tests in the anechoic chamber at Hawker Siddeley Dynamics' satellite complex at Stevenage, Herts. This, the largest commercially available anechoic chamber and valued at £750,000, has been handed over to Hawker Siddeley Dynamics by Plessey Materials of Towcester, the main contractor. The chamber became available for hire from Wednesday this week (24 August). A total of 14 tonnes of profiled pyramids of microwave absorbent impregnated polyurethane foam is used to line the 975cm chamber and gives one of the biggest quiet zones available in the world today.

Home news

Discharge provisions for bankrupts: order published

Sections 7 and 8 of the Insolvency Act 1976 which contain the automatic discharge and review provisions will come into force on 1 October. The necessary commencement order (SI no 1375/77) was published on 18 August.

Anyone who was made bankrupt before 1 October 1967 and has not subsequently secured his or her discharge will receive an automatic discharge on 1 October this year. It is expected that more than 60 000 people throughout the UK will benefit from this amnesty for 10-year-old and longer bankrupts.

The same section of the act also provides that anyone declared bankrupt between 1 October 1967 and 1 October 1972 will receive an automatic discharge on the tenth anniversary of adjudication.

In the case of bankruptcies which occur after 1 October this year, the court when it concludes (or dispenses with) the public examination may decide that:

1 automatic discharge will take effect on the fifth anniversary of the adjudication, or that
2 automatic review (but not automatic discharge) will take place during the year following the fifth anniversary of adjudication.

This automatic review in the year following the fifth anniversary will also apply to those made bankrupt since 1972.

See *Trade and Industry*, 8 July 1977, page 4.

Training and education of young people

Industrial training boards are to encourage employers to consult more closely with colleges on selection, education and training of young people. Guidance to encourage the consultation and co-operation necessary to secure the most efficient use of resources are set out in an administrative memorandum describing the links between the training and further education services issued jointly by the Department of Education and Science (DES) and the Welsh Education Office.

The memorandum describes good practices already current in some areas in creating links between the Training Services Agency, Industrial Training Boards and local education authorities and measures to improve contact between the training and further education services. It summarises recommendations endorsed by the training and further education consultative group which was set up last December. It also invites local education authorities to apply to DES or the Welsh Education Office for further details if they are not already taking part in the experimental vocational preparation schemes for young people who receive little or no further education or systematic training after leaving school.

Standards prize launched

An annual prize for a paper on standards – the Fred Butcher Memorial Fund – has been launched by the British Standards Institution to commemorate the services to standards of the late Fred Butcher, chairman and first honorary president of the BSI Standards Associates.

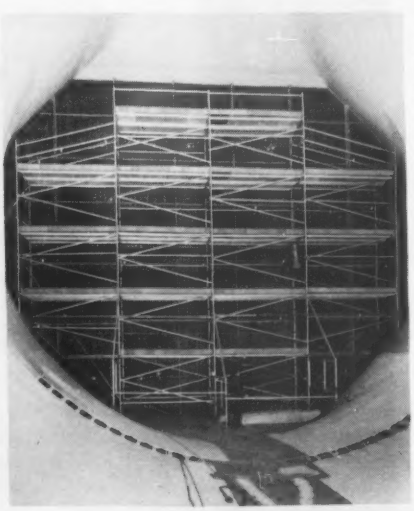
BSI hopes that the first winning paper, which may be based on any standards theme, will be presented by its author at the annual BSI conference in 1978.

Currently being registered as a charitable trust, the fund has been launched with a £2,000 donation from BSI and will be supported by a substantial contribution from Joseph Lucas Ltd, where Mr Butcher was group standards manager for many years.

Further details are available from Miss Vivienne Ruff, Standards Associates, 2 Park Street, London W1A 2BA, tel. 01-629 9000.

Square peg into a round hole

Specially designed access scaffolding, comprising standard, Climalloy aluminium tower components under construction in Britain's newest low-speed wind tunnel, one of only two of this type in the world, at the Royal Aircraft Establishment, Farnborough. The structure has been designed and supplied on hire to the main contractor, Whessoe Ltd of Darlington, by Stephens and Carter's High Wycombe depot. It will provide technicians with a safe working platform from which to inspect the giant radiator that will control the temperature of the air passing through the 5 m diameter tunnel when it is completed. Erected in less than a day, the structure measures 10.8 m high by 12.2 m wide.



Government factory for Sutton-in-Ashfield

English Industrial Estates Corporation has announced that work had just been started on an advance factory of about 1350 m² (15 000 sq ft) for the Department of Industry at Sutton-in-Ashfield, Nottinghamshire. The premises should be ready for occupation during March 1978.

Inquiries regarding purchase or lease should be addressed to: Regional Director, Department of Industry, East Midlands Region, Severns House, 20 Middle Pavement, Nottingham NG1 7DW, tel. Nottingham 56181.

Rise in further education

Engineering and technology were the dominant subjects of study in 1975 for all recognised courses in further education, but social, administrative and business studies are most popular for advanced courses. Statistics* published by the Department of Education and Science on 16 August show that nearly 4 million students were enrolled in further education colleges in England and Wales in November 1975, 237 000 more than in the previous year. Although over half this rise is attributable to numbers at evening institutes, full-time and sandwich students increased by 63 000, 8500 of these being teacher trainees included for the first time following the merger of 12 former colleges of education with polytechnics.

The only category of students to decline was that of day release whose numbers decreased by 2 per cent between 1974 and 1975, continuing the trend shown between 1970 and 1973. Other students on part-time day courses continued to show a substantial increase, rising from 174 000 in 1974 to 203 000 in 1975.

*'Statistics of Education 1975 Volume 3: Further Education', HMSO, price £4.50 net.

There are now nearly as many female as male students taking full-time courses, and in the youngest age group (16 to 17) there are more girls than boys. But the proportion of women among day-release and sandwich students is still under one in five. The number of women on advanced-level courses rose by 28 per cent.

Discount fare to Belfast upheld

Edmund Dell, Secretary of State for Trade, has dismissed an appeal by British Airways Board against the Civil Aviation Authority's decision to approve the fares applied for by British Midland Airways for services between Gatwick and Belfast. The decision of the Civil Aviation Authority introduced a £5 one-way tourist differential between Gatwick and Heathrow. This refers to the shuttle services from Heathrow to Belfast and the British Midland Airways service from Gatwick which is at a £5 discount fare in an attempt to maximise potential air traffic on the route.

VAT: views invited on improving system . . .

Trade and professional bodies and others concerned with the administration of value added tax are invited by the Commissioners of Customs and Excise to put forward suggestions for improving any aspect of the VAT system and, in particular, any views concerning a proposal for a scheme of annual accounting for VAT.

This examination of a possible scheme of annual accounting for VAT follows the undertaking given by the Financial Secretary to the Treasury during a debate in Standing Committee of the Finance Bill 1977. In the light of the financial secretary's undertaking and the recommendation of the Public Accounts Committee in its fifth report for the session 1976-77, the Commissioners of Customs and Excise are entering into discussions with certain of the major trade and professional organisations.

Anyone with an interest in annual accounting or wishing to put forward suggestions for improving any aspect of the VAT system is accordingly invited to send their written comments by mid-October if possible, and by mid-November at the latest, to: HM Customs and Excise, Room 213, Knollys House, 11 Byward Street, London EC3R 5AY.

. . . registration exemption limit raised . . .

Under the Finance Act 1977, value added tax registration and deregistration limits will be increased by 50 per cent from 1 October 1977. From that date the present limit of £5,000 for new registration purposes is raised to £7,500 and the other figures quoted in public notice 700, paragraph 13, are also raised in proportion.

Registered traders have previously been allowed to apply for deregistration only if their past or anticipated future turnover has been below £4,000. This figure is increased to £6,000 from 1 October. The margin between the figure for new registration and that for deregistration is being maintained to avoid frequent movements into and out of the tax field by traders whose taxable turnover fluctuates around these figures.

Further information about the changes is contained in public notice no. 731, copies of which are being distributed to all registered traders. Other persons may obtain copies from local Customs and Excise VAT offices.

. . . and relief from deregistration

Under the Finance Act 1972, schedule 2, paragraph 3 tax is chargeable, with certain exceptions, on goods forming part of the assets of a taxable person when he ceases to be a taxable person. By the Finance Act 1977, section 15 this no longer applies on or after 5 August 1977 where the amount of tax does not exceed £50. If the tax exceeds £50, the full amount of tax is chargeable and not merely the excess over £50.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Hawker Siddeley Group Ltd and L Gardner and Sons Ltd

Rumasa SA and Augustus Barnett Ltd

BP Chemicals Ltd and The Industrial Laminates business of Formica Ltd

Fredk. H Burgess Ltd and a controlling interest in Bamfords Ltd

Harris Carpets Ltd and Queensway Discount Warehouses Ltd

Clarke Chapman Ltd and Reyrolle Parsons Ltd

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949, the following patents (see page 358) were endorsed 'licences of right' on the date specified:

Europe's largest mitre dock gates

A giant leaf for the Port of Bristol, Royal Portbury Dock entrance lock gates, believed to be the biggest in Europe and certainly the largest in the United Kingdom, near completion on Fairfield-Mabey Ltd's slipways at Chepstow, Gwent. Valued at well over £1 million, the mitre lock gates have been supplied and erected by British Constructional Steelwork Association members Fairfield-Mabey Ltd who are main contractors for the gates and operating machinery. The gates cater for the passage of carriers up to 70 000 tonnes. Each gate leaf of welded mild steel construction, is 24.5 m long and 18.1 m deep. Total leaf weight is 488 tonnes and each is designed to take a load of approximately 6 000 tonnes. Internally the gates are divided into 90 inter-connected compartments. By the selective positioning of watertight bulkheads a final arrangement of air chambers, flooding tanks and ballast tanks enabled the gates to float horizontally for launching and towing, to be stepped on to pintles in the vertical position, and to be balanced to give a working preponderance such that power requirements to move the gates are minimised.

15 August 1977

1148602 British Steel Corporation
Improvements in and relating to the treatment of metals
1170180 AAI Corporation
Dispenser for particle material
1358484 Laiteries E. Bridel
Food products having a honeycomb structure and process for their preparation
1311342 The Plessey Co Ltd
Electrical plug-in circuit card
1400341 Datanetics Corporation
Push-button key switch assembly
1406616 The British United Shoe Machinery Co Ltd
Improvements in or relating to making workpieces having at least a surface layer of thermoformable material

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement. E. Armitage, Comptroller

Price Commission examination

Roy Hattersley, the Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, has directed the Price Commission to examine and to make a report to him before 1 February 1978 on the prices, costs and margins in the importation and distribution of bacon.

Price Commission interventions during July

During July the Price Commission rejected five notifications of price increases from manufacturing and service companies in categories I and II. In another 22 cases the companies concerned withdrew their notification of intended increases and in 53 cases the extent of the increases was reduced by the commission. Following discussions with the Price Commission, three distributors in category II agreed to make price reductions amounting to £350,000 in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in category III, the commission's regional offices secured the agreement of 81 distributors, 16 manufacturers, eight service enterprises, six professional enterprises and three construction enterprises to make price reductions amounting to £3.62 million in order to eliminate excess gross or net profits. In addition, the regional offices secured a total of 65 individual voluntary price reductions following investigation or complaints about prices increases.

Under the terms of the 1976 price code, which expired on 31 July 1977, the Price Commission may intervene to reject or modify notifications submitted by category I and II enterprises at any time during or after the 28-day period which must elapse before the increase can be implemented. The new price code which came into operation on 1 August (*Trade and Industry*, 5 August, page 214) will not give rise to Price Commission interventions in the form presented here. Interventions under the old Price Code still in the pipeline will be published in *Trade and Industry* over the ensuing months.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase. The inclusion of an item in the lists of rejections or withdrawals does not preclude subsequent re-submission. In some cases a company may submit a single price increase notification involving a range of products. If some items within the range are subject to intervention, the whole notification, for statistical purposes, is treated as a modification.

Rejections

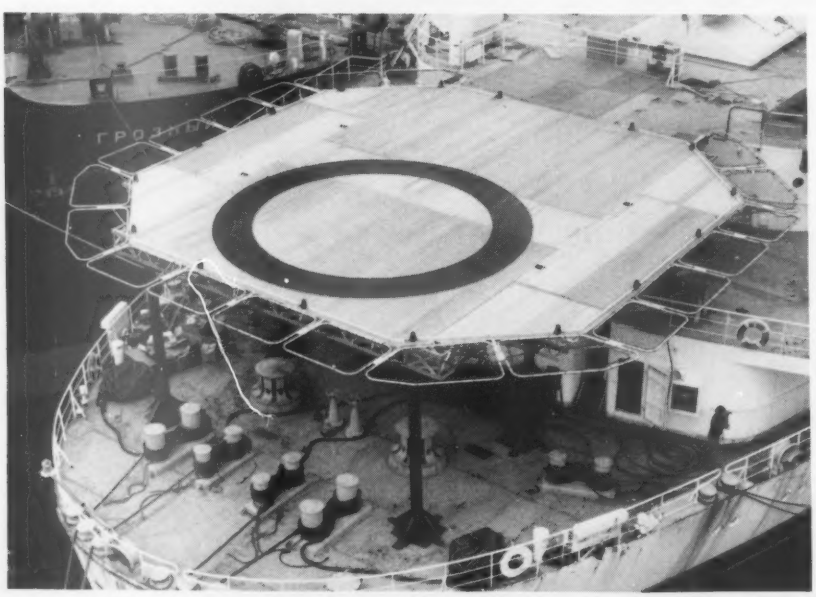
Company/product	% increase sought
CATEGORY I	
British Gypsum Ltd	
Plasterboard and derivatives	5.90
London Brick Co Ltd	
Bricks, blocks and pipes	2.16
CATEGORY II	
Aerozipp Ltd	
Zippers and narrow fabric	10.00
Cyanamid of Great Britain Ltd	
Animal health products	2.60
Dunford Hadfields Ltd	
Bright bar	10.00

Withdrawals

Company/product	% increase sought
CATEGORY I	
Express Dairy Foods Ltd	
Full cream milk powder	9.30
Boots Co Ltd	
Boots own goods	9.67
Coutts and Co	
Transmission services	2.59
William Bailey (Birmingham) Ltd	
Non-ferrous (brass) stampings and pressings	8.00
CATEGORY II	
Avon Cosmetics Ltd	
Body care cream and lotions and nail enamels	2.00
Avon Cosmetics Ltd	
Daily needs products	3.68
Avon Cosmetics Ltd	
Face, eye and lip make-up products	0.66
Avon Cosmetics Ltd	
In-bath and after-bath products	1.16
Avon Cosmetics Ltd	
Perfume and cologne fragranced products	1.49
Avon Cosmetics Ltd	
Skin care products	0.20
British Ropes Ltd	
Assemblies	3.44
Corning Ltd	
Pyrex and glass products	Not quantified
Edenhall Concrete Products Ltd	
Bricks and blocks (Blencowe)	7.77
Edenhall Concrete Products Ltd	
Bricks and blocks (Earby)	8.75
Edenhall Concrete Products Ltd	
Bricks and blocks (Edenhall)	8.58
Edenhall Concrete Products Ltd	
Bricks and blocks (Smalldale)	5.46
Edenhall Concrete Products Ltd	
Bricks	9.43
Hale and Hale (Tipton) Ltd	
Malleable iron castings	5.75
Lafarge Aluminous Cement Co Ltd	
Aluminous cement	3.85
Samuel Smith (Tadcaster) Ltd	
Beers and lagers	2.61
Samuel Smith (Tadcaster) Ltd	
Beers and lagers	5.21
Truflo Ltd	
Aerospace fabrications	12.50
Thomas Wragg and Sons Ltd	
Refractory goods	5.70

Light alloy landing decks

Large light alloy Helidecks for access to North Sea drilling platforms and service vessels have been installed by Non-Corrosive Metal Products Ltd. The Helidecks are constructed from patented extruded decking profiles, supported on fabricated space frame structures and are complete with personnel safety netting, landing lights, deck markers and supporting structure. These are suitable for a loading range up to the equivalent of Bolkow 105D Helicopters, and/or Dauphin SA365, Hughes 500, Bell 212, Sirkorsky S61.



Modifications

Company/product	% increase sought	% increase after modification
CATEGORY I		
British Aluminium Co Ltd Primary aluminium ingot and related ingot products	4.63	3.57
Cape Insulation Ltd Insulating compositions	13.00	10.88
Cape Insulation Ltd Rocksil products	11.05	9.61
C. M. Churchouse Ltd All lighting fittings	12.00	11.00
Flather Bright Steels Ltd and Duport Steels Ltd Bright steel	6.86	5.75
Grand Metropolitan Hotels Ltd Hotel accommodation and catering services	2.78	2.28
ICI Ltd Ammonium chloride	5.68	5.62
IMI (Kynoch) Ltd Sporting cartidges, pellets and components	11.36	7.59
Ideal Boilers Ltd Cast iron boilers	4.97	4.62
Indalex Ltd Aluminium extrusions	7.19	7.01
Kimberley-Clark Ltd Paper tissues and related products	5.04	4.97
F.McNeill and Co Ltd Roofing felts and damp proof courses	3.76	3.74
Marston Radiators Ltd Heat exchangers (vehicle radiators, oil coolers from steel and non-ferrous metals)	1.73	0.92
Reckitt and Colman Ltd Codis analgesic tablets	13.19	11.44
Reckitt and Colman Ltd 'Senokot' laxative products	8.19	7.89
Rediffusion Ltd Music services	12.40	10.67
Spillers-French Milling Ltd Bakers' flours	2.71	1.70
Spillers-French Milling Ltd Bakers' flours	1.28	1.17
Trust Houses Forte Hotels Ltd Room catering and other services	9.28	7.87
Unigate Foods Ltd Miracle spray dried powder	7.80	7.03
Vine Products Ltd British wine	20.80	16.87
CATEGORY II		
Alldays, Peacock and Co Ltd Industrial fans	6.50	6.25
Harold Andrews Sheepbridge Ltd Cylinder liners for internal combustion engines	7.06	6.78
W. and T. Avery Ltd and Henry Pooley and Son Ltd New weighing machines, servicing and castings	0.48	0.21
Barlow Bright Steels Ltd Bright steel	9.15	8.52
T. W. Beach and Sons Ltd Marmalades	9.13	8.78
British Tool Manufacturers Ltd Hand tools	9.87	8.29
Cameron Iron Works Ltd Aero-engine forgings	17.16	16.91
Carron Co Ltd Gas hobs	12.80	11.50
Crane Ltd Malleable pipe fittings	8.41	8.10
Desmo Ltd Motor accessories and picnic equipment	4.16	2.91
Evode Ltd Chemicals	2.16	1.96
W. R. Grace Ltd Gas drying chemicals	7.44	7.34
HTV Ltd Advertising time and VTR tape handling	24.95	15.61
Hopkinsons Ltd Steel castings	32.35	30.42
Hopkinsons Ltd Special alloy castings	29.78	27.43
Hopkinsons Ltd Bronze castings	20.35	18.50
Izal Ltd Paint brush cleaning products	7.79	4.49
Izal Ltd Colron wood dyes	4.82	4.38
Izal Ltd Ronseal products	9.92	8.71
Izal Ltd Outdoor Ronseal products	13.54	9.29
Ley's Malleable Castings Co Ltd Castings	9.53	9.00
Link 51 Ltd Personalised lockers	7.21	5.75
Richard Lloyd Ltd Screw thread taps	15.00	8.82
Midland Bright Drawn Steel Ltd Bright drawn steel bar and wire	5.71	5.43
Nu-Way Heating Plants Ltd Gas and oil burners	10.00	9.94
Parnall and Sons Ltd Office furniture, storefitting and shop equipment and plastic forming equipment	5.71	5.36
Ransomes Sims and Jefferies Ltd Agricultural machinery	4.84	4.42
Revlon (British Branches) Full range of goods	5.57	1.79
H. H. Robertson Ltd 'Galbestos' roof/wall sheet	10.10	7.07
Schreiber Industries Ltd Furniture	7.39	7.26
TPT Ltd Paper cones, tubes and other products	7.26	6.74
Trebor Sharps Ltd Confectionery	6.07	5.91

Government sales

Ministry of Defence

6 September 1977 – Miscellaneous

Location
Ordnance Depot, Ruddington, Nottingham

Auctioneers
Arnold and Son (Dept L), 13 Market Place, Burton on Trent (tel. 0283 64657)
The stores lying at various sites in the Midlands comprise aircraft spares, MT spares, furniture, tools, textiles, vehicles and other miscellaneous items.

10 September 1977 - Furniture

Location
Roman Way Camp, Berechurch Road, Colchester
Auctioneers
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (tel. 0206 46161)
The sale consists of small or single item lots of furniture.

14 September 1977 – Furniture

Location
Imjin Barracks, Little Rissington, Glos
Auctioneers
Hobbs and Chambers (Dept L), 'At The Sign of The Bell', Market Place, Cirencester, Glos (tel. 0285 4736)

The sale consists of small or single item lots of furniture:

Catalogues which gives details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage 10p (postal orders only).

Wembley Auction Sales 1977

6 September 1977

View Days: Day preceding and morning of sale

Location: Department of the Environment
Property Service Agency
Supplies Stores
India Pavilion
Exhibition Grounds
Wembley, Middx.
Tel. 01-903 2508

Description of Goods: Office and Miscellaneous Furniture etc.

Auctioneers: Messrs. Hollingsworths
Westcombe House
56/58 Whitcomb Street
Leicester Square
London WC2H 7DR
Tel. 01-893 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 20p

ENCIRCLE TI 579 ON PAGE 387 FOR FURTHER INFORMATION

New publications

Monopoly: policy evolution

A project financed by the University College of Wales, Aberystwyth, led to the first edition of *The Control of Monopoly in the United Kingdom*, published in 1960. This set out to examine both the origin and subsequent operation of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, which established, for the first time, legislative machinery for the control of monopoly. Since then, further legislation and regulatory bodies have substantially modified and supplemented the earlier system of control.

So there has long been a need for an up-to-date edition of Guenault's and Jackson's original work: this second edition is just what is required. It opens with an account of the 1948 act together with a description of the operation of the Monopolies Commission. Also dealt with in this first part are the actions and responses of government.

Two especially useful chapters analyse the early reports of the Monopolies and Restrictive Practices Commission. The authors show how the report on collective discrimination led to new legislation in 1956, resulting in the setting up of the Restrictive Practices Court, leaving the Monopolies Commission to concentrate on single firm mergers until later legislation extended its role to consider the desirability of mergers. The book discusses in detail the cases which have been studied by the court and the commission under the 1956 and subsequent legislation and the last chapter explores the significance of the 1973 Fair Trading Act.

Also looked at is the impact of the acts on tightening up provisions of the earlier legislation, administrative rationalisation that followed and the linking of monopoly control with some aspects of consumer protection. Notes and references follow each chapter and the text also embodies some useful summary tables of reports, as well as detailed breakdowns of some of the relevant legislation.

This is a largely factual work as the authors feel that detailed assessments of the more recent activities of the monopoly control machinery would be premature. All in all, a lucid narrative on a key area of contemporary government economic policy.

The Control of Monopoly in the United Kingdom, by P. H. Guenault and J. M. Jackson. (150 pages. Longman. 2nd edition. 1977. £3.50. ISBN 0 580 44053 X.)

To see more clearly

Visual display and graphic representation of management information is of interest to a wide range of practitioners of management skills. So a new book on this topic, ostensibly aimed at production engineers and managers, may well be of interest to a wider readership.

This survey has been produced by a working party of users, more as a guide for managers than as an exhaustive study of information display systems.

Working from principles of display, through the many varieties of charts, the book covers network analysis, CPM and Pert, nomographs, decision display systems, line of balance (LoB) and linear programming. There is no attempt to deal with anything other than non-computerised systems.

Two appendices deal with the manufacturers and suppliers of equipment and a bibliography. It is a pity that a little more time was not spent on these to give full addresses for the former, and consistent and adequate citations for the latter.

Display Systems for Production Engineers and Managers. (56 pages. Institution of Production Engineers, Rochester House, 66 Little Ealing Lane, London W5 4XX. 1977. £5.75.)

Small firms' cash

For the small firm, the effects of inflation can be disastrous, especially in the fields of cash flow and stock payments. However, the worse effects can often be mitigated by adequate planning, and by recognising, before they occur, the problems to which inflation leads. A gross profit on paper is of little use if a company cannot pay its way, and consequently cash famine and the shortage of working capital – liquidity – is given priority in a new booklet on accounting for inflation in the small business, produced by the Distributive Industry Training Board.

The seven chapters of this concise guide cover company accounts, cash management, stock, debtors, creditors, costs and sales, with appendices on current cost accounting and sources of information. Presented in a popular typographic style, it is easy to use, and many will count it good value at the price.

Mind Your Own Money: a guide for the small business on accounting for inflation. (47 pages. Distributive Industry Training Board, MacLaren House, Talbot Road, Stretford, Manchester M32 0FP. 1977. Paperback, £1.50. ISBN 0 903416 07 7.)

Economics for all

We are all bombarded by a great deal of economic jargon. This emphasis on the importance of economics in so many aspects of daily life makes it essential to have some understanding of economic terms and, for many, to acquire some background knowledge of the subject.

This is the object of a recently published paperback, appropriately entitled *Economics for Everyone*. Working from an account of basic theory, and inflation and its causes, the authors, two eminent British economists, go on to describe how the economy is both organised and managed.

There are sections on supply and demand, public sector economics, income and wealth, and international trade and payments. Although primarily orientated towards the mixed economy of the west, the final chapter also describes the various alternative types of economic system found elsewhere in the world.

Arranged in clearly-headed sections, this guide could prove useful to many non-specialists and also provide a much needed literacy in a subject which we cannot live without these days.

Economics for Everyone, by Keith Norris and John Vaizey. (202 pages. Teach Yourself Books/Hodder and Stoughton. 1977. £1.50. ISBN 0 340 21905 X.)

Drucker's essence

'Whether today's students will be able to grow, to achieve, and to fulfil themselves in their future working lives depends heavily on having enough understanding of management to make the organisation a tool for attaining their individual ends.' So writes Peter Drucker, the well-known author and pioneer in the theory and practice of management, in a preface to a recently published selection from his many works. The author emphasises that this book is aimed at the student and ideally should be used in conjunction with a standard management textbook.

However, for those in management, who wish to have a concise approach to Drucker's philosophy, this substantial volume provides a useful distillation of one school of modern management theory and practice.

A helpful supplement to the main text is an extensive glossary of key management terms.

People and Performance: the best of Peter Drucker on management, by Peter F. Drucker. (366 pages. Heinemann. 1977. Paperback, £3.95. ISBN 0 434 90400 7.)

Profitable partnership

The *Management Symposium* series, published in association with the Institute of Management Consultants, allow a team of leading authorities in a given field to explore the problems of the moment in a relatively compact format. The latest title is devoted to business and government, with the significant subtitle 'towards a more profitable partnership'.

Professor John Heath of the London Graduate School of Business Studies starts by reviewing the growth of government involvement in industry and suggests that what is needed is a coherent framework of mutually consistent and self-supporting policies. He is followed by Michael Edwardes on 'Government and industry – an agenda for change', John Bolton and Graham Bannock on small firms, and other essays on government control of public enterprise, the Japanese economic miracle and government and consumer protection. Finally Sir Anthony Part sums up the ground covered and draws conclusions.

This is an attractively presented, though slim, volume which highlights potential developments and their background and provides a basis for discussion.

Business and Government: towards a more profitable partnership (Management Symposium No. 3). (72 pages. Kluwer-Harrap Handbooks, Forge House, 20 Market Place, Brentford, Middlesex TW8 8EQ. June 1977. Paperback, £4.75.)

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Automated aid increases draughting productivity

Detail design draughtsmen can now be provided with an automated aid to reduce the more tedious, time-consuming aspects of their work. Pera, the Production Engineering Research Association, is offering the Pera automatic detail drawing system (Padds). Due to its speed and accuracy, the system can substantially increase the productivity of a draughtsman using it.

After several years of concentrated development on computer-aided automatic detail drawing, Pera is now offering Padds as a commercial package. The system has been thoroughly tested through its final stages of development with the support of potential industrial users and the National Computing Centre.

Padds has been developed specifically for the production of detail drawings of engineering components. These drawings, which give vital information on dimensions, tolerances, surface finish and heat treatment, are essential, not only for manufacturing, but also for planning, scheduling and buying. Detail drawing by traditional manual methods is tedious, time-consuming and highly labour-intensive. Padds offers the draughtsman a means of producing detail drawings quickly, accurately and to a consistently high standard.

The sales package offered by Pera includes complete Padds terminal unit; access to all the Padds computer programs and operating procedures; and installation and commissioning, training and operating 'know-how', after-sales service and warranty provisions for maintenance of equipment and software. Knowledge of computers and their operation is not required in order to benefit from the system. To help potential users to make their own assessment of the system, Pera is offering interested companies the opportunity to attend a series of 'workshops' involving the use of the demonstration facility at Pera.

When using the Padds system, a design project proceeds in the conventional way until all design calculations have been completed and a series of general arrangement drawings prepared. Then, instead of preparing actual detail drawings of each component, the draughtsman writes a simple shorthand description, in the 'Padds language', on a coding sheet. This description completely defines the component for manufacturing purposes. For a given detail drawing, the coding sheet is passed to the terminal operator who feeds the description, via the teletype, into the terminal's minicomputer from where it is transmitted via the Post Office telephone system, to a time-sharing computer operated by Scicon Computer Services Ltd.

The computer processes the description and transmits command signals back to the terminal to produce a drawing to BS 308: 1972. In addition to the drawing, the terminal unit can also produce a typewritten print-out and/or a punched paper tape version of the draughtsman's original coded description which is useful for checking purposes. The punched paper tape is a permanent and secure record and can be used for producing duplicate 'master' drawings. Because of its rapid speed of operation one Padds terminal can provide all the facilities required in a drawing office of up to 30 draughtsmen.

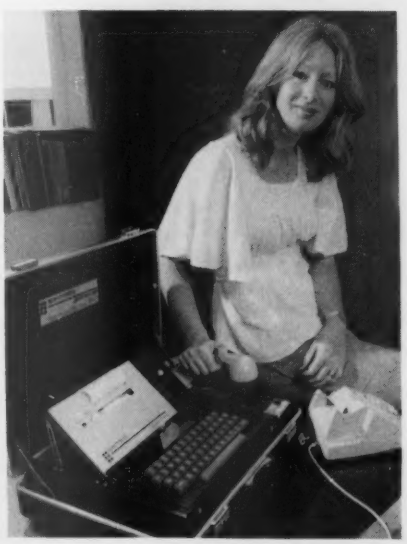
Further information: circle 649

The first industrial installation of Padds at the Birmingham works of GKN Salisbury Transmission Ltd.

Personal teleprinter

Printercom, a portable lightweight teleprinter that transmits printed messages between any two telephones virtually anywhere in the world, has been introduced by Spectronics Ltd of Poole. Based on a National Research Development Corporation backed miniature printer, it permits messages to be transmitted four times faster than by telex and to be delivered directly to the recipient at his desk. The equipment comprises a typewriter keyboard, solid state memory, the 64-column printer and an acoustic coupler. All that is required to operate it is a power point and a telephone connected to the public network. Messages are not sent directly over the telephone line from the keyboard, but typed via the keyboard into the solid state memory. Any errors can be corrected by instructing the machine to read the copy from store to printer, stopping the process at the wrong character and typing in a new one. When the copy is correct the user dials the recipient, places the handset on the acoustic coupler nest, waits for the 'ready' light (which indicates the recipient has activated his acoustic coupler) and presses the transmit button. In just 16 seconds the message of up to 60 words has been transmitted. This limited message length is no drawback since longer transmissions can be sent in separate parts. If the message is garbled due to interference on the line, the call can easily be repeated – the message being sent directly from the transmitter's memory.

Further information: circle 650



Cord and wire seat suspension units

Fully automatic Diaphlex cord and wire machines manufactured by Crownflex Engineering Ltd are designed for the high-speed production of cord and wire diaphragm suspension units for seat cushions and backs, installed in the seats in conjunction with tension springs. Applicable to the upholstered furniture and vehicle seating sectors, it is a major addition to Crownflex's range of cord and wire working machines, and offers a variable speed facility together with easy adjustment to produce units of various sizes with a low labour content. It is precision engineered to ensure product consistency and accuracy, and incorporates a cut-off table linked with machine production. Wrapping of edge wire also forms an integral production operation, thus eliminating unneccessary labour and handling.

The machine receives edge wires, wrapping paper, adhesive, centre cords and cross wires, assembling these automatically into Diaphlex units to prescribed dimensions. Two coils of oil hardened and tempered wire are passed through adhesive and paper wrapping stations, the paper being rounded and compacted around the wire. Pinch rolls then drive the wire through into the main part of the machine, while cord is also fed in from the side from free-standing rolls. The wires pierce the centre cords which are cut off to the required lengths. Knotting heads pick up the ends of the wire and form them around paper covered edge wire. The machine then progresses to the cutting table and the unit is cut off to the length desired. Unit width, unit length, the number of centre cords and the pitch spacing of the cross wires are all adjustable.

Further information: circle 651

Low cost degreasing

Highly efficient cleaning of small parts contaminated by oil, dirt, grease, cutting pastes, or forming compounds, using any proprietry cleaning fluid at normal room temperature is provided by a machine of revolutionary design from Thamco Engineering Ltd. No heating is required. The Thamco Agitator is designed for operation off any standard compressed air line without any other form of power. For companies without an existing air supply, a small inexpensive and portable air compressor is available from Thamco.

The air supply is connected to the air valve on the lid of the Agitator, while the items to be cleaned are placed in the cleaning basket which is suspended from a hook linked to the valve; the air power forces the valve up, while the load itself provides the counterweight to close the valve from the raised position – the two actions combining to provide a thorough agitation of the items, fully immersed in the cleaning fluid, at about 100 strokes per minute. The Agitator is exceptionally quiet in operation, and can be used on a workbench, on the floor – in fact in any location where a compressed air supply is available. A Schraeder restrictor valve can be fitted to provide precise control for varying loads.

Further information: circle 652

Working capacity of tractors doubled

This three-point linkage device has been developed for mounting on to the front of tractors, thus doubling their working capacity. Designed by the new agricultural division of Ferranti Ltd, the Ferranti Unidrive system gives an operator new versatility by enabling him to mount and power implements in front as well as behind his machine, working them simultaneously if required. This enables many farm operations to be carried out in half the time, with the added advantages of improved labour output and big savings in wear and tear. Provided in kit form the linkage can be easily fitted to all popular tractors in the 50 to 90 horsepower range using basic tools. Hydraulically actuated, it uses the tractor's existing power take-off system and has a lift capacity of 1 tonne at the lower hitch points.

Further information: circle 654

Gear shaping under electronic control

Advanced techniques in speed control are incorporated in an entirely new electronically-controlled gear shaping machine which has been developed by W. E. Sykes Ltd of Staines, a member company of the 600 Group. Known as the Genertron, the new gear shaper has a vertical work axis, moving table configuration and is suitable for both high production and jobbing work. Rated capacity as a production machine is 250 mm for both external and internal gears. The machine will also accommodate external and internal gears up to 400 mm diameter. Maximum stroke of the cutter spindle is 70 mm with a stroke option of 100 mm. It has an electronic drive system which controls all machine movements. This new concept in the design of a gear shaping machine completely eliminates indexing change gears and the conventional mechanical drive connecting the cutter spindle and the work table.

Further information: circle 653

Executive desk-top terminal

The first desk-top video display unit designed for use in complex communications environments such as exist in the UK has been announced by Terminal Display Systems of Blackburn. Called the Executive, this new terminal can be adapted to users' control codes. It has a small screen, measuring about 20 × 23 × 23 cm, a slimline alphanumeric keyboard and a compact box which fits under the desk housing all the electronics, power supplies and cooling devices. The new business terminal is backed by a complete maintenance service from TDS.

Further information: circle 655

Technology news

Digital PABX for 1980s

An advanced design of PABX, using digital switching under stored program control, has been selected by the Post Office as its new standard for the 1980s. Designed by the British Post Office, the new system is intended for users needing up to about 100 extensions. The new PABX is called customers digital switching system 1 (CDSS1). It will be offered to customers on a rental basis.

CDSS1 results from the work of Post Office research and development teams since early last year. Its development has now reached the stage of involving the manufacturing expertise of the industry. Plessey Telecommunications Ltd and GEC Telecommunications Ltd are working jointly with the Post Office on the final engineering of the new PABX and the assembly of production prototypes.

Based on the latest technologies, CDSS1 is wholly electronic with microprocessor control, and is consequently much smaller than present electromechanical systems. Designed to operate in normal office accommodation, the equipment is contained in a single unit about the size of a filing cabinet and can be associated with a modern style of cordless desk-mounted switchboard. Its design is modular, enabling it to be enlarged progressively from smallest to largest size, simply by plugging in more units inside the equipment cabinet, to meet customers' growth needs for more exchange lines and extensions.

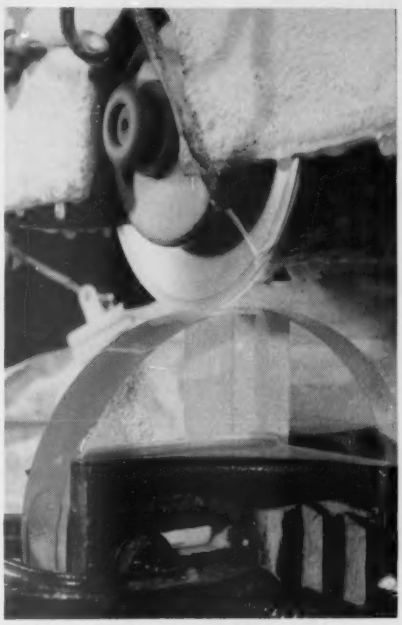
Designed to cater principally for the basic needs of business users, the new PABX, when fully developed, will have alternative software packages providing many of the more advanced features at present available only on the larger, more complex PABX designs. These include such features as information logging, short-code calling, call diversion, and ring-when-free. CDSS1 users will be able to re-program some features themselves.

Danger taken out of weighing equipment checks

Engineers calibrating a 10-tonne weigh hopper, mounted 20 m above floor level in a British steel plant. When a plant is in production regular checks to ensure the equipment remains accurate can prove time-consuming and dangerous. A system which totally overcomes these problems has been developed by Setpoint Ltd, London. The Setpoint equipment loads each weighing machine by hydraulic jacks and measures the applied force by loadcells, whose calibration has been certified by the National Physical Laboratory. Immediately after this initial calibration, a permanent hydraulic member and measuring loadcell is linked in place of the portable calibration set. Once this comprehensive weigh-check network is installed, regular calibration checks, often carried out weekly, become a simple push-button process. Weighing systems can therefore be rapidly verified without interrupting the production process. The method is suitable for use with hoppers, bunkers, containers and many kinds of crane, as well as high capacity weighbridges.

Further information: circle 656

Diamond tooling cuts high quality optics



A final diamond machining operation applied to the reference flat of the Fizeau interferometer manufactured by OMT (Optics) Ltd, is the insertion of a 2.5 mm wide location groove at the component's edge. Using a 0.75 mm thick diamond blade impregnated with 80/100 US mesh De Beers MDA synthetic diamond abrasive and cutting at approximately 30 m/s, a precision, chip-free groove form is machined in under 15 minutes. The same diamond-tooled machine is used for surfacing the two flat faces of the disc and for machining a 3.2 mm wide seating groove around the periphery of the component. The vital reference optical flat is the component which enables the OMT interferometer to measure surface flatness to an accuracy of 1/20th of a wavelength, which, using a He-Ne laser light source, represents an accuracy of 0.0316 micrometres.

Storage tanks foam insulated in-situ

Flotta, Orkney, is the site of two massive storage tanks each with a capacity of nearly 30 000 tonnes which have been insulated using a froth foam system developed by Baxenden Chemicals of Lancashire, for in-situ application. The tanks are used to store liquid petroleum gas (LPG) which has been 'cracked-off' crude oil brought ashore by pipeline at Flotta from the Piper and Claymore oil fields in the North Sea.

The insulation is important because LPG is highly volatile and has to be stored at temperatures of −40 °C and below. The

Wear measured using irradiation

A valve seating being positioned in an irradiation jig during thin layer activation, an advanced technique for measuring the amount of wear and corrosion in a wide range of plant and materials. The technique has been pioneered by scientists at the Atomic Energy Research Establishment, Harwell, in collaboration with British industry. Thin layer activation is a highly sensitive method of measuring the amount of surface loss in a wide range of substances, including most of the common engineering materials such as copper, iron, aluminium and carbon (diamonds). It is also suitable for composites such as steel, brass, carbides, plastics, ceramics and abrasives. The method involves the production of a thin radioactive layer within a small surface area of the material under test. The difference in radio-activity caused by wear of this layer is measured and the amount of wear can be calculated. In this way it is possible to measure very small surface loss. Wear and corrosion can be monitored without the need to dismantle equipment. The technique is currently being applied to the study of wear in a variety of engine components (such as cam followers, cylinder liners, fuel injectors and valve inserts) and it is being used by British Rail to examine in detail the surface loss of rails and railway wheels.

Further information: circle 657

conventional form of tank insulation, preformed panels strapped on to the outside of the tanks, was unsuitable, particularly with tanks 15 m high, as there would be the added risk of the panels being ripped off by winds often reported to reach 160 km/h (100 mph).

The froth foam system selected, Isofoam FF 105, answered all these problems. Urethane has unequalled thermal insulation qualities and the Isofoam system had been designed especially for frothing in-situ. In addition, proven adhesion qualities ensured a permanent bond between the tank shell and metal cladding. Over 25 tonnes of Isofoam was used on the 61 m diameter tanks. Site preparation, sheet metal application and insulation, took approximately six months using a team of up to 15 men.

Further information: circle 658

Freepost reader service

For further information on items in these sections, circle the corresponding number on the reader services page near the end of the magazine.

Cold-forming technology advanced

A step forward in cold-forming technology is the introduction of Bonderite 846X and 847X zinc phosphating processes by Pyrene Chemical Services Ltd. These new processes have been specially formulated to meet the demanding pretreatment requirements of modern, high-speed drawing operations. Bonderite 846X is intended mainly for tube drawing and has been proven in the United Kingdom and Europe, while 847X is being used to produce reductions in wire diameter of up to 94 per cent at speeds in excess of 600 m/min.

For wire drawing purposes, Bonderite 847X produces a coating weight equivalent to that given by nitrite-nitrate accelerated processes. But it does not require the same complexity of control, because it has a built-in chlorate-nitrate accelerator, which means that the process can normally be controlled simply on total acid measurement. Bonderite 846X is basically similar to Bonderite 847X and has the same built-in accelerator system, but it produces a lighter-weight coating.

Bonderite 846X and 847X are more highly concentrated than previous Pyrene chlorate accelerated systems, resulting in lower chemical consumption compared with presently used chlorate and nitrite accelerated phosphate processes. An added advantage of these processes is that they can be automatically controlled by means of Pyrene's Autobond unit. This simple and inexpensive controller works on the conductivity principle to monitor the bath strength, and it will activate either a solenoid valve or a metering pump for additions of the correct amount of replenishment chemical, to maintain the bath at the optimum working strength.

Improved working conditions with use of CCTV

An industrial closed-circuit television system designed and installed by Reliance Systems Ltd has enabled RHP Precision Ball Company of Chelmsford to solve several production problems related to a particularly noisy process in the manufacture of precision balls for engineering bearings. During a recent reorganisation, the company was able to move production into a smaller shop which gave better use of space and an improved efficiency in the flow of production. However, the new layout reduced access to each machine and would have aggravated the noise levels. These problems were solved by sound-damping the shop to bring noise down to tolerable levels and by the adoption of the Reliance cctv which improved the supervision of production whilst reducing the time operators needed to spend on the shop floor. Eleven cameras installed above the ball-grinding machines can be monitored by operators from a sound-insulated control booth. Push-button controls mean that the ball-feed on each of the 11 machines under the cameras can be checked in seconds. This ensures that any blockage, stoppage or other fault can be rapidly detected before damage either to the production batch or the machines.

European community news

Social fund's 1976 demands outstrip resources

About 650 000 people in the community have benefited directly from projects granted aid by the European social fund, according to estimates by the European commission in a report covering the 1976 activities of the fund.

The demands on the fund during 1976 were more than double the budgetary resources, which totalled 441 million units of account, the report says. This is why, the report states, the general policy of the commission has been to contribute actively to promoting employment in the European community by encouraging those programmes which have well-defined aims and which would act as a catalyst to promote projects with little chance of being carried out if not financed by the fund.

The reports points out that Italy received about one third of the credits available in 1976, with the UK receiving about one quarter (see table 1).

Distribution of aid from the fund from 1973 to 1976 is also analysed (table 2).

For the first time the report includes a chapter on the regional impact of the fund.

The report also describes the pilot experiments and the preparatory studies for which a total of 1 million units of account was allocated in the 1976 budget and reviews progress on measures to improve the effectiveness of the aid and the management of the fund.

Table 1

Sector	Belgium	Denmark	F R Germany	France	Ireland	Italy	Luxembourg	Netherlands	United Kingdom	Total
Agriculture	0.13	—	4.71	13.31	3.28	5.43	—	0.35	4.33	31 54
Textiles	0.54	—	4.71	0.70	0.13	3.23	—	2.30	5.36	16.67
Agriculture + textiles	—	—	—	0.59	2.45	10.03	—	—	—	13.07
Young people	1.75	0.61	7.18	15.32	1.86	14.04	—	0.56	25.67	66.99
Handicapped	0.18	—	11.12	0.71	0.15	2.30	0.03	—	2.42	17.01
Migrants	0.06	0.08	3.84	3.55	0.05	10.99	—	1.74	1.13	21.44
Regions	4.21	5.62	10.65	34.28	19.22	91.85	—	3.14	60.27	229.24
Groups of firms	—	0.36	—	—	0.01	0.62	—	—	0.28	1.27
Technical progress	—	—	0.31	2.03	0.02	4.92	—	1.47	0.74	9.49
Handicapped	0.98	3.77	2.10	6.62	4.00	3.05	.04	3.03	6.19	29.78
Total	7.85	10.43	44.42	77.11	31.17	146.46	0.07	12.59	106.39	436.49

Table 2

Member state	In mua				In per cent			
	1973	1974	1975	1976	1973	1974	1975	1976
Belgium	7.20	6.54	8.02	7.85	3.9	2.6	2.2	1.8
Denmark	5.05	11.97	8.94	10.43	2.8	4.7	2.4	2.4
FR Germany	19.94	27.93	41.73	44.42	10.9	10.9	11.2	10.2
France	32.19	49.95	73.83	76.60	17.7	19.6	19.8	17.5
Ireland	9.79	16.87	22.57	31.67	5.4	6.6	6.1	7.2
Italy	43.70	72.33	95.53	146.46	24.0	28.4	25.7	33.5
Luxembourg	0.04	0.01	0.02	0.07	0.1	0.1	0.1	0.1
Netherlands	6.77	6.71	10.94	12.58	3.7	2.6	2.9	2.4
United Kingdom	57.40	62.27	110.24	106.39	31.5	24.5	29.6	24.4
Total	182.08	254.58	371.83	436.47	100	100	100	100

Proposals on correspondence courses

As part of its consumer protection policy, the European commission has drafted proposals concerning correspondence courses.

The proposals provide some restrictions on advertising, canvassing and free offers, on the drawing up of a written contract, and on the possibility of the student breaking the contract. The proposals would also give member states the right to set up a system of approval for anyone who wants to provide correspondence courses.

Food additive criteria proposed

Proposals submitted by the European commission to the council of ministers would add purity criteria for those emulsifiers, stabilisers, thickeners and gelling agents already permitted for use in food under the main directive adopted in 1974.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Community transit: certificate of guarantee

Under regulation (EEC) 223/77 the guarantee certificate (form C1141 in the Customs and Excise forms series) which is issued against comprehensive community transit guarantees has been revised. The new form, which is known as a 'Certificate of Guarantee', is twice the size of the old form and has a new format.

Unlike the old 'guarantee certificate' which had an unlimited period of validity, the new certificate is valid for an initial period of two years which can be extended for one more period of two years, after which a new certificate has to be issued.

The new forms have been in use since 1 July 1977 but the old guarantee certificates remain valid until 30 June 1978.

EEC to fund housing research grant

A £100,000 grant towards a British research programme to evaluate housing support services needed by disabled people is being provided by the EEC.

The grant will be paid to the Housing Development Directorate of the Department of the Environment which will channel the funds to the Crossroads Trust of Rugby.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Processed agricultural products. Regulation (EEC) 1772/77 determining the amounts of the variable components, compensatory amounts and additional duties applicable from 1 August to 31 October 1977 inclusive, on the importation of goods covered by regulation (EEC) 1059/69 (*Official Journal* L194, 1 August 1977).

Cattle, beef and veal. Regulation (EEC) 1817/77 amending regulations (EEC) 2073/74 and (EEC) 2320/74 on the sale at prices fixed at a standard rate in advance of beef held by the intervention agencies (*Official Journal* L199, 6 August 1977).

Hops. Regulation (EEC) 1784/77 concerning the certification of hops (*Official Journal* L200, 8 August 1977).

Cereals and rice. Regulation (EEC) 1832/77 determining, for the 1977/78 marketing year, the variety of long grain rice representative of community production, the difference in value between this variety and the variety of round grain rice corresponding to the standard quality and the threshold prices for long grain husked rice and for milled rice (*Official Journal* L202, 9 August 1977).

Wine. Decision 77/491/EEC concerning applications for re-imbursement in respect of a conversion premium in the wine sector pursuant to regulation (EEC) 1163/76 (*Official Journal* L200, 8 August 1977).

Milk and milk products. Regulation (EEC) 1822/77 laying down detailed rules for the collection of the co-responsibility levy introduced in respect of milk and milk products (*Official Journal* L203, 9 August 1977).

Regulation (EEC) 1823/77 amending regulation (EEC) 1089/77 on detailed rules of application for granting special aid for skimmed milk for use as feed for animals other than young calves (*Official Journal* L203, 9 August 1977).

Regulation (EEC) 1844/77 on the granting by tender of special aid for skimmed-milk powder intended as feed for animals other than young calves (*Official Journal* L205, 11 August 1977).

Fruit and vegetables. Regulation (EEC) 1845/77 discontinuing the protective measures applicable to the import of peaches originating in Greece (*Official Journal* L205, 11 August 1977).

Decision 77/490/EEC concerning applications for re-imbursement in respect of grubbing apple and pear trees pursuant to regulation (EEC) 794/76 (*Official Journal* L200, 8 August 1977).

Animal health. Decision 77/498/EEC amending decision 77/268/EEC on certain measures to prevent the spread of classical swine fever (*Official Journal* L205, 11 August 1977).

Oils, fats and oilseeds. Regulation (EEC) 1862/77 on the putting up for sale of olive oil held by the Italian intervention agency (*Official Journal* L207, 13 August 1977).

Animal feedingstuffs. Nineteenth commission directive 77/512/EEC amending the annexes to directive 70/524/EEC concerning additives in feedingstuffs (*Official Journal* L207, 13 August 1977).

Imports from non-member states

The *Official Journal of the European Communities* L205, 11 August 1977, contains the text of decision 77/494/EEC authorising the UK not to apply community treatment to women's woven man-made fibre jackets, suits and costumes, falling within heading ex 61.02 of the common customs tariff, originating in Czechoslovakia and in free circulation in the other member states.

Customs regulation

Corrigendum. The *Official Journal* L204, 10 August 1977, contains the following correction to regulation (EEC) 1033/77 (published in *Official Journal* L127, 23 May 1977) on the air transport costs to be included in the value for customs purposes:

Page 6, Sweden, Nordmaling, Sundsvall, column 3:
for: '86', *read:* '73'.
Page 58, Cyprus, column 10:
for: '64', *read:* '54'.

EEC rules of competition

Specialisation agreements

The *Official Journal of the European Communities* C194, 13 August 1977 contains the text of a draft commission regulation extending and amending commission regulation (EEC) 2779/72 of 21 December 1972 on the application of article 85(3) of the treaty to categories of specialisation agreements.

The draft regulation extends the operation of regulation 2779/72 from 31 December 1977 to 31 December 1982 and amends the criteria to be applied by parties to a specialisation agreement to decide whether it comes within the scope of the regulation.

In accordance with the terms of article 5 of regulation (EEC) 2821/71 the commission invites all interested parties to send their comments on the draft regulation by no later than 20 September 1977 to Commission of the European Communities, Directorate-General for Competition, Division for General Competition Policy, 200 rue de la Loi, B-1049 Brussels.

Further information can be obtained from Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Joint venture agreement

The *Official Journal of the European Communities* C188, 6 August 1977, contains a notice, pursuant to article 19(3) of regulation 17, concerning the notification to the European commission on 14 April 1977 by the General Electric Co Ltd, incorporated in the UK, of a joint-venture agreement entered into in March 1977 by it and one of its subsidiary companies, on the one part, with the Weir Group Ltd, incorporated in the United Kingdom, and one of its subsidiary companies, on the other part.

The agreement, for the development and production of sodium circulators for fast nuclear reactors, is for a duration of 10 years and such additional period as may be required to complete orders.

The agreement allocates to both parties separate fields of primary interest within which they are to contribute their respective expertise to the joint venture, and includes provisions for the licensing procedure to be followed on expiration of the agreement.

The commission intends to take a favourable decision on the agreement. Conditions and obligations may be attached to this decision. Before doing so, the commission invites interested third parties to send their comments within one month from 6 August 1977, quoting reference No. IV/29.428, to Commission of the European Communities, Directorate-General for Competition, Directorate for Restrictive Practices and Abuse of Dominant Positions, 200 rue de la Loi, B-1049 Brussels.

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

New EEC agriculture deputy director-general

David Williamson, an under-secretary in the Ministry of Agriculture, Fisheries and Food has been appointed by the European commission as deputy director-general, (agriculture). He took up his duties in Brussels on 16 August. In his new post Mr Williamson will have responsibility for the community regimes for all agricultural commodities.

Mr Williamson was a member of the UK team for the final stages of the negotiations on accession to the European communities. Most recently, he has been the under-secretary in charge successively of general agricultural policy and EEC groups. For the last year he has been the UK spokesman on the Brussels-based special committee on agriculture.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Overseas trade news

Dell calls on Brazil to open up its market

Speaking to the Anglo-British Chamber of Commerce in Sao Paulo on 19 August, Secretary of State for Trade Edmund Dell called on Brazil to open up its market in order to help fight protectionist pressures.

'It seems to me inescapable,' he said, 'that there is today a group of developing countries whose industrial strength is sufficiently great to justify asking them to accept a higher degree of reciprocity in trading arrangements and to open up their markets increasingly as quickly as their balance of payments permit.'

Mr Dell went on, 'I fear that, unless there is some greater recognition of the pressures upon developed countries and a willingness to make some reciprocal gestures of the kind which I have suggested, there is an escalating danger of relapse into protectionism. It would not be in the interests of the UK if such a relapse occurred. Nor I believe, would it be in the interests of Brazil.'

With accumulating indebtedness, he said, the intensity of the competition in international trade had increased. Countries fought harder to balance their payments, to find markets which would enable them to employ their unemployed work force. Despite claims to the contrary, countries looked in an increasingly protectionist way for the solution of their continuing economic problems, problems which were so often accompanied by serious political difficulties.

Mr Dell said that the developed world had tried to respond constructively to the demand for a new economic order. But in the matter of industrial trade, the possibility of response by industrialised countries was limited in certain difficult sectors, where the pressure of imports was greatest, by the high unemployment in the developed countries of the world.

'The level of unemployment means that the adjustment processes – the redeployment of labour – which in the past enabled us to accommodate (though even then not without difficulty) greatly increased imports of certain types of manufactured products, are now very much slower even where they operate at all.'

With levels of unemployment so high, the industrialised countries were faced with new political realities. There were increasing problems not just with developing country exporters of industrial products but within the developed world itself. This had led to restrictions on trade of a kind which, in a more rapidly expanding world economy, would more easily be avoided.

With certain notable exceptions, of which the most prominent was agriculture (other important exceptions were textiles and footwear), the markets of the European community were still relatively open to the manufactured products of developing countries, said Mr Dell. Under the GSP, the EEC gave espcially favoured terms to the products of developing countries and was improving its offer gradually as time passed. Within the multilateral trade negotiations, the community was prepared to make certain further adjustments in the level of its tariff protection which even now was not in general very high.

But there were areas of great difficulty for Britain and for some of this country's developed partners for which recognition was requested. These were problems which could be dealt with by negotiation if there was understanding on both sides.

Mr Dell also called for changes in the multifibre arrangement.

'I will not conceal my concern at the recent turn of events in these negotiations', he said, 'the European community in its negotiating brief has made it clear that there must be changes in the impact the multifibre arrangement has on our domestic textile industries. We in the United Kingdom fully support proposals which the European commission has put forward in Geneva for changes in the operation of MFA. We regard these changes as essential if our industry, which has lost 100 000 jobs under the MFA, is not to suffer further rapid weakening in the next few years. We cannot allow our industry to be destroyed.'

For Britain therefore, renewal of the multifibre arrangement must depend on the renegotiation of the bilateral agreements which was beginning to start, said Mr Dell. There was, he said, an increasing feeling in the developed world, significantly augmented by the present crisis of unemployment, that the developing countries of the world could no longer be treated as a homogeneous group for trading purposes. Some were more capable than others of granting a degree of reciprocity in trading relationships.

Mr Dell returned home from a three-week tour of Latin America, which took in Mexico and Venezuela as well as Brazil, on Thursday this week (25 August).

ECGD pay policy incentive

Compliance with the government's pay policy is to be regarded as a material factor when applications for credit support under section 2 of the Export Guarantees Act 1975 are considered.

In paragraph 16 of the white paper 'The Attack on Inflation after 31st July' (cmnd 6882) it was stated that where a firm reached a settlement which was quite clearly inconsistent with the policies set out in the white paper, the government would take that into account in public purchasing policy and the placing of contracts, and also in the consideration of industrial assistance. In this context the government regards export credit provided under section 2 of the Export Guarantees Act 1975 in the national interest as a form of industrial assistance.

Under the head 'Guarantees and other arrangements in national interest', section 2 of the act reads as follows:

> For the purpose of encouraging trade with other countries or for the purpose of rendering economic assistance to countries outside the United Kingdom the secretary of state may, with the consent of the Treasury, make arrangements for giving such guarantees to, or for the benefit of, persons carrying on business in the United Kingdom as appear to him to be expedient in the national interest; and subsection (3) of section 1 above shall have effect in relation to a guarantee given under this subsection as it has effect in relation to a guarantee given under that section.

Subsection (3) of section 1 of the act reads:

> A guarantee given under this section may be given on such terms and conditions as to the consideration for the giving of the guarantee and otherwise as may be determined in accordance with the arrangements made for giving that guarantee.

The decision under which section of the act to take a particular piece of business depends primarily upon an assessment by ECGD of the market and other risks concerned. Section 2 business (about 5 per cent of the total) is business which cannot be justified on a purely commercial basis, but is done in the national interest. The determination of the national interest is settled by ECGD in consultation with the Treasury and other departments.

Japanese steel dumping

Following an investigation into the alleged dumping of non-alloy steel flats from Japan, announced on 14 March, the Department of Trade has found that a measure of dumping has taken place.

The department has carried out its customary detailed inquiries both into the margins of dumping and the injury to the UK industry. From an examination of the financial records of UK producers, the department has concluded that material injury has been caused and, from the results of an on-the-spot investigation of prices in Japan, that a measure of dumping has taken place.

The extent of the dumping however does not appear to the department – having regard to the terms of the Gatt anti-dumping code – to be sufficient to justify the imposition of a substantive duty. The provisional charge to duty imposed on 19 May therefore lapsed at midnight on 18 August.

The investigating team's findings are now being discussed with the Japanese authorities.

Imports of footwear to be restricted

Imports of non-leather footwear originating in Taiwan have been restricted to a level of 7.5 million pairs during the period 19 August to 31 December 1978. This is based on an annual quota level of 5.5 million pairs.

Also imports of other footwear originating in Taiwan and imports of all footwear originating in Brazil, Hong Kong, India, Malaysia, Pakistan, the Republic of Korea, Spain and the state trading area will be subject to prior surveillance lincensing with effect from 5 September.

Notices to importers dealing with these arrangements are on pages 369 and 370.

Alan Williams, Minister of State for Industry, commenting on the restrictions said that the government was acting immediately to reduce what had been a rapidly increasing volume of imports from Taiwan and to ensure that close attention was paid to imports of footwear from other significant sources outside the EEC which could prove disruptive to the UK footwear manufacturing industry.

This followed his statement of 28 July on the footwear industry study steering group's report, which recognised the industry's concern about the increasing inroads which imports were making into the home market. He said then that his department was considering with Department of Trade what scope there might be for remedial action. That consideration had been completed, after consultation wtih Britain's community partners.

British firms at Airport '77

At this year's fourth international airport construction and equipment exhibition – Airport '77 – which will be held in Vienna from 7 to 10 September, there will be 17 British firms exhibiting with the backing of the British Overseas Trade Board in a joint-venture group organised in collaboration with the London Chamber of Commerce and Industry.

British products on show will include an airport landing-guidance system, runway lighting, elevated approach lights, container-handling systems, transfer platforms, a low-cost visual approach aid, refuelling equipment, fire and crash tenders, self-contained ground air-conditioning trucks, aircraft towing tractors and several new explosives-detection devices. Consultancy, repair, conversion and remounting services will be offered and the London Chamber of Commerce and Industry will have a trade inquiries stand.

This biennial exhibition, which is sponsored by the International Civil Airports Association (ICAA) is designed to promote everything involved in a new airport project. The seventeenth annual congress of the ICAA will coincide with the exhibition and it is expected that the two events together will draw high level specialists of more than 250 airports from all over the world.

Busy month ahead for UK exporters in US . . .

A total of 107 British firms will take part in a variety of exhibitions in the United States during September, under the auspices of the British Overseas Trade Board. There will also be a major British store promotion during the month at the Chicago department stores of Marshall Field. There has been several million dollars worth of new buying for this promotion, which is being entitled 'British Showcase'. It will be officially opened by the Duke of Kent in his capacity as BOTB vice-chairman and will run from 26 September for two weeks. The Duke of Kent will also visit the marine trades show which takes place in Chicago from 22 to 25 September.

Electronic show

In the western electronic show and convention in San Francisco from 19 to 21 September 22 British companies will exhibit a wide range of products. These will include analogue computing components, miniature transformers, coaxial connectors, cable assemblies, electronic measuring equipment, integrated circuits, module boxes and solid state lamps.

Four British firms will participate in the highly specialised bobbin show which will be held in Atlanta from 27 to 30 September. They will be showing fusing equipment, stitching jigs and pressing equipment.

At Chicago's national office products association show there will be nine British firms and their display will include desk sets, multi-drawer cabinets, stationery, office furniture, paper-shredding machines, rotary filing systems and card-index cabinets.

The marine trade exhibition and conference at Chicago from 22 to 25 September will have 25 British firms in a BOTB joint venture and they will show dinghies, sportsboats, waterproof clothing, outboard motors, sailboat hardware, navigational aids, auto-pilots and accessories and boating gear.

Firechiefs fair

BOTB is the joint sponsor with the London Chamber of Commerce for eight British firms at the international association of fire chiefs conference and exhibition in Denver from 25 to 29 September. Exhibits will include fire-fighting vehicles, fire armour, fire-hose equipment and hydraulic platforms.

There will be 39 British firms in the New York European fashion show which will feature a wide variety of fashion goods from Britain, including knitwear, high-fashion dresses, cocktail and evening wear, belts, bags and light luggage, skirts, two pieces, shirts and clothes for children and young people.

In addition, five trade missions of British businessmen are scheduled to visit the United States in September, and they will be promoting products ranging from ceramics, bespoke clothing, footwear, fine linen, ships and boats to plastic plumbing equipment and stationery.

Tell the world about your exports – through the BBC

Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science.
If you have an interesting story about British inventions and successes or outstanding export orders, why not tell the BBC about it?
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A leaflet headed 'Tell the world' is available.
Write to Export Liaison Unit, BBC External Services, Bush House, London WC2B 4PH or phone 01-240 3456, ext. 2039 (telex 265781, cables Broadcasts London W1).

. . . and in European furniture market

A total of 82 British furniture manufacturers will be taking part in three international trade fairs in Europe within joint-venture groups supported by the British Overseas Trade Board in conjunction with the British Furniture Manufacturers' Federated Association.

Utrecht furniture exhibition

At the international furniture exhibition to be held from 7 to 13 September there will be 22 firms participating within the joint venture – 10 of them showing at this fair for the first time. They will display a wide variety of products including hand-waxed furniture, solid timber-framed seats, reproduction English period furniture produced by modern techniques which helps keep prices down and pine furniture made from kiln dried timber worked with very modern production methods. This fair – the first of the European furniture exhibition season – is well attended by Dutch and other European buyers.

Meuropam

Thirty-two British companies – of which 14 will be newcomers – are taking part within the BOTB joint venture at Meuropam, the Lyons annual furniture exhibition, which will be running from 1 to 4 October. The importance and scope of this show is increasing steadily every year. Exhibitors come from over 25 countries and although visitors are mostly French a proportion come from many overseas countries. The joint-venture display will include modern styles and reproduction furniture for which British manufacturers are particularly known in France.

Brussels fair

The BOTB joint venture at the fortieth Brussels international furniture fair to be held from 10 to 14 November will comprise 28 companies, half of them exhibiting for the first time at this event. Products on

show will include reproduction cabinet and occasional furniture, traditional upholstery and modern styles in many ranges. British furniture is highly regarded by the Belgians.

Eleven UK-bound trade missions in September

During September, 11 trade missions totalling more than 100 overseas businessmen and women from all parts of the world will visit Britain under the British Overseas Trade Board's inward mission scheme.

The interests of the mission members cover a wide range of industrial, commercial and agricultural activities including aluminium plant, potatoes, building materials, educational equipment, footwear, mens and boys' wear and communications equipment.

The visitors will spend between three days and a fortnight visiting agricultural areas, factories and exhibitions, showrooms and trading concerns throughout the UK – in Scotland, Northern Ireland, the Midlands, London and the south-east.

Operated by BOTB's Overseas Visitors Bureau, the inward mission scheme enables businessmen – or others who can influence purchasing – to visit production plants and industrial and commercial organisations in Britain. During 1976 BOTB sponsored 53 inward missions, totalling 511 visitors from 61 countries. During the first six months of 1977, 29 trade missions with 278 visitors have taken part in this scheme.

Energy fair for Sao Paulo next April

Energy '78 is the first exhibition of its kind to be held in central and south America. Sponsored by the Brazilian Ministry of Mines and Energy, the event will be staged at the 80 000 m² Parque Anhembi exhibition centre in Sao Paulo, Brazil, from 10 to 16 April 1978.

With the Council of British Manufacturers of Petroleum Equipment (CBMPE) as sponsor, the British Overseas Trade Board is offering joint-venture terms for Energy '78. Coupled with the Brazilian government's waiver of compulsory deposits on a range of energy-related imports, next year's exhibition in Sao Paulo presents an opportunity for British industry to exploit one of the largest and most receptive markets in the world.

Alcantara Machado International, the London-based European office of the organisers, has already received notification from 70 UK companies of their interest in participating. Strong representation is also promised from France, West Germany, Italy, United States and Israel, as well as from several Latin American countries.

Closing date for space applications is 30 September 1977 and further information can be obtained from CBMPE, 178-202, Great Portland Street, London WC1N 6DU, tel. 01-637 8841.

Visits by overseas commercial officers

The following overseas commercial officer is expected to be in this country shortly, when he will be available for discussions.

Quito – Ecuador. J. P. G. Woodrow, third secretary (commercial) in Quito since February 1976, available November.

Because commercial officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, which is in close touch with all overseas commercial officers, can very often supply advice or the information that applicants hoped to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce, Belfast, can also help.

British firms and organisations which wish to meet the officer are asked to write for an appointment, giving full details of the specific export problem and commodities involved.

Firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales the Welsh Office, Cardiff and for Scotland, the Scottish Office, Glasgow. For firms in the eastern region and the London and south eastern region (and any organisation in the other Regions which would prefer or be prepared if necessary to meet the officer in London) should write to Tours Section, Department of Trade, 50 Ludgate Hill, London EC4M 7HU. For all other regions firms should contact the appropriate Department of Industry regional office (exports).

Hints to business men booklets

Revised editions of the booklets on Guatemala, Haiti, Iceland, and Philippines have been published in the *Hints to business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7146, or any regional office of the Department of Industry.

Advertisements

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1628: Non-leather footwear from Taiwan

As announced on 18 August the importation into the UK of non-leather footwear originating in Taiwan is restricted with effect from 19 August 1977. The goods affected and the quota established are as follows:

Tariff heading/description of goods	Quota (million pairs) 19 Aug 1977-31 Dec 1978
64.01 Footwear with outer soles and uppers of rubber or artificial plastic material ex 64.02 Footwear *other than footwear with uppers of leather*	7.5

All goods imported into the UK on or after 19 August will count against the quota.

Licensing arrangements

Initially, only goods which were in transit to the UK at the date of the announcement of the restrictions will be licensed.

Importers are therefore invited to submit applications for import licences in respect of goods to which the above circumstance applies. Applications should be made on form ILB/A to Import Licensing Branch, Department of Trade, Charles House, 375 Kensington High Street, London W14 8QH, and should be accompanied by evidence (eg bill of lading or air waybill) of shipment on or before 18 August 1977. The closing date for receipt of applications is 26 September 1977.

A further notice to importers will be issued in due course about the remainder of the quota.

Letters of credit

Traders are reminded that current exchange control regulations in respect of goods subject to quantitative restrictions prohibit banks from opening letters of credit, or amending those subsisting, unless they are satisfied that a valid import licence has been issued for such goods.

Re-exports

Applications for licences for the import of footwear other than with uppers of leather intended for re-export will be considered separately against satisfactory evidence.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 311.

1629: Import surveillance of footwear

As announced on 18 August 1977 footwear not already subject to quantitative import restric-

tions, originating in certain non-EEC sources, is being placed under national import surveillance, and importers will be required to obtain individual import licences. Subject to provisions in respect of Taiwan and the state trading area outlined later in this notice, these licences will be issued freely, subject to the provision of certain information. This information will be used by the Department of Trade for statistical purposes and in relation to its administration of import policy.

Accordingly, on and after 5 September 1977 the following goods originating in Brazil, Hong Kong, India, Malaysia, Pakistan, the Republic of Korea, Spain, Taiwan and the state trading area, consigned to the UK from non-EEC countries will be permitted to be imported only under an individual import licence:

Tariff heading	Description of goods
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading 64.01) with outer soles of rubber or artificial plastic material
64.03	Footwear with outer soles of wood or cork
64.04	Footwear with outer soles of other materials

Licences will be valid for three months and will be freely issued upon application on form ILB/A to Import Licensing Branch at the above address. Separate applications must be made in respect of goods of each eight-digit UK overseas trade classification number within the descriptions of products as categorised above, and must be accompanied by evidence in the form of copies of correspondence or of contract or order documents, of intent to import the goods. Applications should state clearly the number of pairs of shoes for which the licence is required, and should be submitted covering only those imports expected during the validity of the licence, and licences not fully used at the expiry of validity should be returned to Import Licensing Branch.

Imports from Taiwan

Footwear other than with uppers of leather falling within tariff headings 64.01 and 64.02B originating in Taiwan is already subject to UK *quota* arrangements and surveillance licences will not be required in addition to the 'quota' licences. The quota arrangements for such footwear are set out in notice to importers 1628 and are unaffected by the surveillance arrangements.

Imports from the state trading area

Footwear within tariff headings 64.01 and 64.02 originating in the state trading area (which comprises Albania, Bulgaria, Cambodia, China, Czechoslovakia, German Democratic Republic and Berlin (East), Hungary, Korea (North), Laos, Mongolia, Poland, Romania, the Soviet Union and Viet-Nam) is already subject to individual import licensing. In the case of Albania, Cambodia, Korea (North), Laos, Mongolia and Viet-Nam there are no arrangements at all to grant any individual licences for these types of footwear; the arrangements affecting such imports from other state trading area countries are set out below:

1 *Footwear wholly of rubber or with uppers mainly of rubber; footwear with rubber soles and textile uppers.* This type of footwear originating in Bulgaria, China, Czechoslovakia, Hungary and Poland is already subject to UK *quota* arrangements and 'surveillance' licences will not be required in addition to 'quota' licences. The quota arrangements for these countries have been set out in previous notices and are unaffected by the surveillance arrangements. As there are no quotas for imports of this type of footwear from the German Democratic Republic, Romania and the Soviet Union, neither 'surveillance' nor 'quota' import licences will be granted for imports from these countries.

2 *Other footwear.* Hitherto, the footwear described below originating in Bulgaria, Czechoslovakia, the German Democratic Republic, Hungary, Poland, Romania and the Soviet Union could be imported into the UK without restriction as to quantity or value under *open individual licences* (EA/H series):

Tariff heading	Description of goods
ex 64.01	Footwear with outer soles of rubber and uppers of artificial plastic material but excluding Wellington boots; footwear with outer soles and uppers of artificial plastic material but excluding Wellington boots
ex 64.02	Footwear with outer soles of leather or composition leather; footwear with outer soles of rubber (but with uppers mainly of leather or imitation suede) or of artificial plastic material

These open individual licences will be revoked from 5 September 1977 and thereafter these goods may only be imported under individual import licences. As the EA/H series licences also covered certain silk goods, traders affected should apply to Import Licensing Branch for new open individual licences for the silk goods concerned.

Inquiries: Import Licensing Branch, tel. 01-603 4600.

1630: Import surveillance of certain iron and steel products

Notice to importers 1616 set out the arrangements for the surveillance of imports of certain iron and steel products consigned to the UK from non-EEC sources, and since 25 May importers have been required to obtain individual import licences issued freely without restriction as to quantity or value, subject to the provision of certain information.

The list of iron and steel products covered by the surveillance arrangements is to be extended. Accordingly, on and after 22 September the following goods consigned to the UK from any country or territory outside the EEC will be permitted to be imported only under an individual import licence:

Tariff heading	Description of goods
73.14	Iron or steel wire, whether or not coated, but not insulated
ex 73.15	Wire, of high carbon steel, whether or not coated, but not insulated
ex 73.15	Ingots, blooms, billets, slabs and sheet bars, of alloy steel, forged
ex 73.15*	Blooms, billets, slabs and sheet bars, of alloy steel, *other than forged*
ex 73.15	Pieces of alloy steel, roughly shaped by forging
ex 73.15	Bars, rods (including wire rod) and hollow mining drill steel, of alloy steel, not further worked than forged
ex 73.15	Bars, rods (including wire rod), of alloy steel, not further worked than cold-formed or cold-finished, *other than bars and rods of free-cutting and silico-manganese steel and hollow mining drill steel*
ex 73.15*	Bars, rods (including wire rod) and hollow mining drill steel, of stainless and heat-resisting alloy steel, hot-rolled or extruded but not further worked than clad
ex 73.15	Bars, rods (including wire rod) and hollow mining drill steel, of stainless and heat-resisting alloy steel, cold-formed or cold-finished but not further worked than clad
ex 73.15	Bars, rods (including wire rod) and hollow mining drill steel of stainless and heat-resisting alloy steel, clad or surface-worked (for example polished, coated), *other than those not further worked than clad*
ex 73.18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electri cconduits, within subheading 73.18 C of the common customs tariff of the European Economic Community

Licensing arrangements

Licences will be valid for three months and will be freely issued upon application on form ILB/A to Import Licensing Branch at the above address. Separate applications must be made in respect of goods of each eight-digit UK overseas trade classification number within the descriptions of goods as categorised above.

Quantities should be stated in tonnes and, in addition to the information to be entered on form ILB/A, applications must also specify the date of contract for the purchase of the products to be imported and should be accompanied by evidence of order. Each application must also be accompanied by a statement in the form of the annex to this notice, unless the iron and steel products concerned:

a originate in the state trading area; or
b in the case of those groups indicated by an asterisk, are of Efta origin.

Traders should note that conditions a *and* b *above now also apply in respect of any future applications for licences to import the iron and steel products listed in notice to importers no. 1616, all of which should be regarded as though marked by an asterisk. It should also be noted that the terms of the declaration have been modified.*

Note

The state trading area comprises Albania, Bulgaria, Cambodia, China, Czechoslovakia, German Democratic Republic and Berlin (East), Hungary, Korea (North), Laos, Mongolia, Poland, Romania, the Soviet Union and Viet-Nam.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 276.

Annex

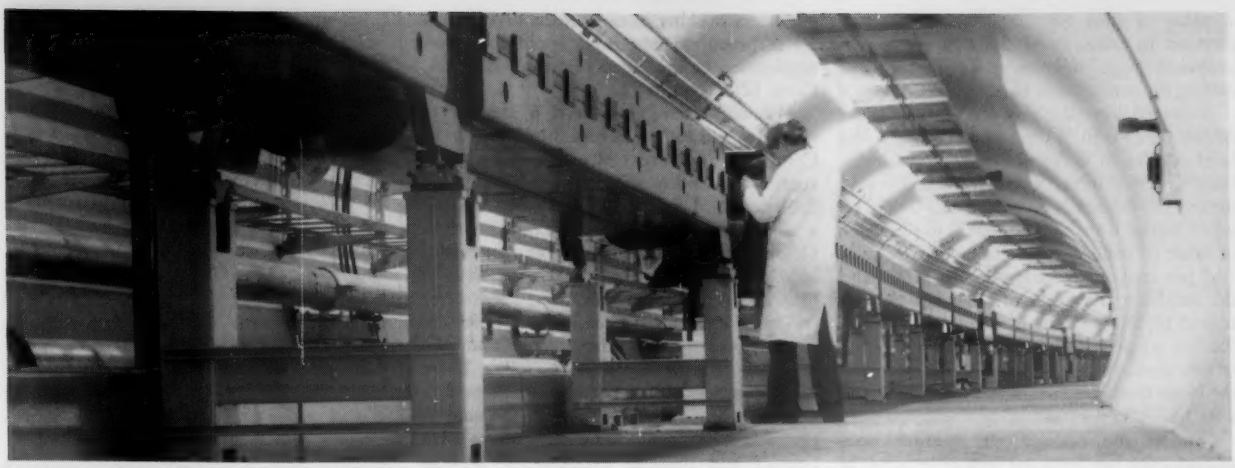
I/We declare that, to the best of my/our knowledge and belief, the price per tonne in £ Sterling of each of the products to which the attached application for an import licence relates, when sold in the country of origin for home consumption, in similar quantities and in the ordinary course of trade and at a similar level of trade to that of the present transaction, was, at the date of contract, as follows:

I/We am/are aware that the information provided in this application may be used by the Department of Trade in relation to its administration of import policy, including anti-dumping, and that the information may be passed for similar purposes to the Commission of the European Communities.

Date ..... Signed .....

Status.....
(Owner, partner, company director or secretary)

Name of company .....



Inside the super proton synchrotron tunnel : some of the few thousand magnets, mostly from British industry, which carry protons round the 71km circumference.

Export opportunities at Cern

Cern – the European organisation for nuclear research – has become one of the biggest concentrations of sophisticated scientific equipment in the world, and is one of the largest single purchasers of electronic equipment in Europe. The UK government is the third main contributor, putting up some 16.4 per cent of its funds. This article by R. H. T. Bates of the British consulate-general in Geneva describes this massive European collaboration in the fields of physics and technology, and highlights the export opportunities at Cern for British firms, a number of which have already won contracts*.

More commonly known as Cern, from the French title of the original body 'Conseil européen pour la recherche nucléaire', the European organisation for nuclear research was established in 1954. Its purpose is to: '... provide for collaboration amongst European states in nuclear research of a pure scientific and fundamental character), and in research essentially related thereto.'

Cern is now considered to be the principal European centre for fundamental research into the structure of matter at the sub-nuclear level; it is in no way concerned with the development of nuclear fission or fusion devices.

The Cern laboratory straddles the Franco-Swiss frontier 8 km west of Geneva (110 ha in Switzerland and 450 ha in France). Staff total 3500, while fellows and visiting scientists, who are responsible for most of the particle physics research in the laboratory, total about 1400. About 400 of the regular staff members are British, and many of them are former personnel of the UKAEA. The research facilities are used by scientists from many universities in the UK. The Rutherford Laboratory at Chilton, Didcot, Oxfordshire is the national centre where physicists from the universities collaborate in developing their large experimental systems before transferring them to Cern.

Research is currently carried out with the aid of three particle accelerators; a synchro-cyclotron of 600 MeV (600 million electron volts) which first came into operation in 1957; a proton synchrotron of 28 GeV (28 thousand million electron volts) maximum energy which became operational in 1959; and a vast subterranean super proton synchrotron (SPS) which is capable of accelerating protons to an energy of 400 GeV. This accelerator was commissioned in June 1976. In addition there is a unique system, the intersecting storage rings, for producing colliding beams of high energy protons which have been accelerated in the 28 GeV synchrotron.

* See *Trade and Industry*, 8 April, page 14.

Who pays for Cern?

Cern is an intergovernmental organisation of 12 European states, and the work of the organisation is financed entirely through contributions from the governments of the member states – Austria, Belgium, Denmark, the Federal Republic of Germany, France, Greece, Italy, Netherlands, Norway, Sweden, Switzerland and Britain. Three other countries, Poland, Turkey and Yugoslavia, have the status of observer.

In principle, each member state contributes to the capital costs and the operating expenses of the Cern programme which it has previously agreed to support according to a scale established every three years on the basis of the net national income figures from the previous three years. West Germany has reached the maximum level allowed by the convention establishing the organisation, and Greece benefits from a special rate agreed by the other member states. Britain is now the third contributor, after France, contributing, in 1977, SF 100.4 million (approximately £23 million).

Cern's purchasing policy

Cern's budget for the calendar year 1977, which totals SF 638.2 million (approximately £148 million) reflects the annual running costs of the laboratory and capital outlay on completing construction of the super proton synchrotron. On average, about 40 per cent of the funds of Cern are spent on salaries, and the remainder on the purchase of equipment and the payment for supplies and services.

The supply of equipment and provision of major services is normally the result of competitive tendering. Whenever possible, invitations to bid are addressed to companies established in the member states – only about 15 per cent is purchased outside the member states – and Cern policy is to award contracts to the lowest bidder who can fulfil the necessary technical requirements and delivery time. Credit terms in the form of advance payments, backed by banker's guarantees, may be offered for contracts valued over SF 100,000. Penalty clauses may be invoked for late delivery. The organisation occasionally purchases equipment superior to its specifications if it is thought that its life or performance will be better than other equipment manufactured strictly to the specifications.

The Science Research Council is directly responsible for the UK government's financial contribution to Cern, and it is to the Science Research Council that the Cern finance committee, a delegate body, passes advance notice of contracts valued at over SF 200,000. Details of these contracts are then disseminated to those British companies which subscribe to the British Overseas Trade Board's computerised Export Intelligence Service. Prior agreement is needed from the Cern finance committee for the award of all contracts with

a value of over SF 750,000 and for any contract in excess of SF 200,000 where it is proposed to go direct to a supplier without calling for competitive bids.

Averaged over the past 20 years, sales of British equipment to Cern have been at a low level in relation to the size of Britain's contribution. The situation improved considerably during the construction of the 400 GeV SPS when British firms won contracts to the value of some 83 million Swiss francs representing 13.7 per cent of the materials expenditure on the machine. The present period is characterised by the beginning of experiments with the new accelerator. This involves the building of new and extensive detectors incorporating the latest developments in fast electronics and data handling systems.

One of the reasons for Britain's poor performance has been the lack of response of British manufacturers to calls for tenders, being less than half of that from France and Switzerland. Now that the SPS construction phase is almost complete, future purchases by Cern will be mainly in the areas of specialised experimental equipment and general stores items. It is in these areas that British firms have not performed well in the past, but there are signs that manufacturers, many of whom obtain regular orders from UKAEA laboratories, are becoming increasingly aware of the potential market for their products at Cern (see box, right, for list of the export opportunities).

Obtaining business

Cern is a 'user' as opposed to a 'production' unit, and as a result many of its purchases are made in small amounts at frequent intervals. This could be attractive to smaller manufacturers, provided they can offer quick deliveries.

The purchase of all equipment for Cern is the responsibility of the head of supply services but authority for direct purchasing for considerable amounts is delegated to the procurement officers of the various divisions into which Cern is divided. It is therefore essential to keep in touch with these procurement officers as well as with the individual engineers working in each of the divisions. A list of procurement officers is obtainable on application to the Head of Supply Services, Cern, 1211 Geneva 23.

Although there have been a number of visits by groups of British businessmen to Cern, the most recent of which was a joint-venture exhibition sponsored by the British Electrical and Allied Manufacturers Association and the British Overseas Trade Board in October 1976, the most direct and successful method for would-be suppliers to Cern is to send fully qualified technical representatives on frequent visits to maintain contact with the officials engaged in the design and the ordering of equipment and supplies. These representatives should be prepared to spend a day or two at Cern talking with the various divisions and familiarising themselves with current and planned experiments, projects and constructional plans. By prior arrangement with the Cern authorities, demonstrations of firms' equipment can be arranged.

A high proportion of Cern requirements is for equipment and experiments designed by Cern staff who rely upon regular contact and discussion with the outside industry to keep them informed of new techniques, processes and products which may be suitable for their changing and specialist requirements. Regular technical contact directly with these designers will ensure that they are kept up to date with British technical developments and British equipment and components which can be used in Cern design and construction.

These technical visits should be supplemented by a constant stream of trade literature, not only to Cern's procurement officers but also to the scientists, engineers and other individuals involved in design and ordering and who keep reference libraries of such literature. Cern is keen to keep up to date its catalogue of suppliers, and its open information policy allows manufacturers to draw freely on the considerable experience that is available in the organisation.

Language does not present a major difficulty; the two main languages spoken at Cern are English and French. All procurement staff speak good English. Tender documents are issued in either French or English, but translations are not always available.

Publicity within Cern

Cern publishes, in English and French editions, an excellent monthly magazine, the *Cern Courier*, which is distributed free inside Cern and all over the world to people interested in sub-nuclear physics. Advertisements are welcomed, and details of advertising rates can be obtained from: Mme M. Falciola, Public Information Office, Cern, 1211 Geneva 23, Switzerland.

Opportunities at Cern for British manufacturers

Cern is one of the largest single purchasers of fast electronic equipment in Europe, and in addition the organisation has a wide range of requirements to meet the needs of its professional scientists, engineers and technicians who make up one half of the entire Cern staff. Because of its function and size, Cern offers opportunities to British manufacturers over a very wide field, for example:

Fast electronic equipment and components, eg Camac
Electronic test and control equipment, eg oscilloscopes
DVM's (digital voltmeters)
Stabilised power supplies
'One-off' prototype equipment for specialised experiments
Bending and focusing magnets
Superconducting magnets and materials
Large-scale specially designed mechanical equipment
Small computer systems and peripherals
General stores (21 000 items are kept in stock and the replenishing cost approaches £6.5 million annually)
Sub-contracts for precision engineering, and sheet-metal work (specially in stainless steel)
Sub-contracts for professional precision electronic wiring
Standard and special cables
Nuclear instrumentation
Power rectifiers and transformers
Special temperature-resistant alloys and special ceramics
Radiation screening
High-vacuum pumps, bellows and seals
Cryogenic equipment
Civil engineering equipment, eg overhead cranes
Office equipment of all kinds
Service contracts in specialised fields, eg computer maintenance, surveying, etc.

How to get in touch with Cern

Contracts will not come to British companies just because of the size of Britain's contribution to Cern, and companies must take the initiative in making contact with the laboratory. This can best be done by sending technical literature to: Mr M. Lazanski, Head of Supply Services, Finance Division, Cern, 1211 Geneva 23, Switzerland, with a covering explanatory letter suggesting a follow-up visit to be made by a technical representative.

Sales need not necessarily stop at Cern either, because there is a constant feedback of information to other laboratories and organisations engaged in similar activities.

Firms requiring technical advice on dealing with Cern may contact: Dr J. R. Parks, Department of Industry, CSE Division, Room 314, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5975.

An aerial view of part of the Cern complex.

Overseas trade export services

Medtainer Line provides service to Iran

Liverpool-based Medtainer Line is to expand further its UK and Europe/Gulf service by making regular calls at the Iranian port of Bandar Shahpour.

The company is now accepting both 20 ft and 40 ft boxes for delivery in this new port of call. At present the service is limited to full container load (FCL) traffic only but the company hopes to offer an less-than-container load (LCL) service as soon as is practicable. Haulage facilities exist to serve Tehran and other destinations in Iran from Bandar Shahpour, where consignees will have to clear their goods.

The decision to extend the service to cover Iran comes as the next step in Medtainer Line's continuing expansion programme and follows the recent introduction of an FCL service to Bahrain. The company recently added three newly-built 600 TEU fully cellular and self-sustained vessels to its fleet and hopes soon to offer further destinations throughout the Middle East.

Medtainer's services to the Red Sea and Gulf operate on a weekly basis from the UK, north Europe and the western Mediterranean, loading at Hamburg, Rotterdam, Felixstowe or Liverpool, Fos (Marseille) and Livorno, and serving destinations in Jordan, Saudi Arabia, the United Arab Emirates, Kuwait, Qatar and Oman; and now Bahrain and Iran. The line's eastern Mediterranean service covers Cyprus, Turkey, Lebanon, Syria and Iraq.

Further information: circle 659

Warehouse group expands at Runcorn

North West Storage Services Ltd is to press ahead with plans to develop its warehousing and distribution business at Runcorn to provide improved facilities and services for existing customers with scope for expansion in both existing and new markets.

The company, which is one of a number of centres run by Butlers Warehousing and Distribution Ltd, has just been granted planning permission for the refurbishment of its existing 80 000 sq ft site on Runcorn's Weaver Navigation canal. It will be a three-phase development over a period of about 16 months, involving the addition of 40 000 sq ft of adjacent new warehouse space to provide the necessary short-term operational cover.

Transport services will be based on a nucleus of company-operated vehicles with contracted support and the Runcorn site will provide a total warehousing and distribution service for all sorts of goods – from raw materials to finished products.

Further information: circle 660

Overland to the Middle East

A new company started direct overland services to the Middle East in July. Pan Arabian Transport, has been formed out of the Middle East services division of Pan Express, which has been operating to the Middle East for the last three years.

The new company operates a fleet of Scania 140 tractor units pulling 12 m trailers, and an order has recently been signed for the purchase of a further 10 tractors and trailers. The company says the existing team of drivers and staff will also be extended in the near future.

Pan Arabian Transport is based in Colnbrook, Buckinghamshire, and operates regular full load services, collecting from manufacturers throughout the UK for delivery anywhere in the Middle East. Pan Express will continue to operate UK and European road transport services.

Further information: circle 662

Container groupage starts to Mauritius

International freight forwarders Thomas Meadows have inaugurated a container groupage service to the Indian Ocean island of Mauritius.

Offered with a weekly loading frequency, Meadows' latest groupage container run utilises an Ipswich-Mauritius ocean carrier service, with a transit time of 35 days. Cargo is consolidated in London, but the company's network of 30 UK branches gives

Penguin launches Indian title in record time

Penguin Books has successfully launched its new title 'An Eye to India' in that country in record time. Using Global Air Freight's book service to India (the picture shows the freight container before loading at Heathrow), the book was put on sale there within 10 days of being received from the printer in the UK. Global introduced its book service in May this year.

Further information: circle 661

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Mike White at T. G. Scott's on 01-242 6264.

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no 01-215 5051.)

nationwide cargo collection and operation.

Thomas Meadows point out that the service is the only one of its type available to the island from the UK and caters particularly for consumer goods shipments. Vessel discharge at Mauritius is direct to pier in the island's Port Louis harbour.

The unique facility is provided by Meadows in partnership with Hernu Peron, of Dunkirk, and Cargo Express of Mauritius. Break-bulk and destination services on Mauritius are provided by Cargo Express as Meadows' local correspondents.

Further information: circle 663

Record drum shipment completed

Atlantic Container Line has completed shipment to Canada of what is believed to be the biggest single order of polyethylene drums to leave Britain. They will be used by the Canadian fishing industry.

The 120-litre drums with unique lever-locker closure device formed a £120,000 order won by Harcostar of Huntingdon, from Marinpro of Topsham, Devon. They were shipped in 50 40 ft containers on the weekly ACL service from Liverpool to Halifax, NS over a period of three months. The drums will be used for the salting and distribution of fish, notably herring, in the Maritime Provinces.

ACL operates a fleet of 13 roll on – roll off/container ships linking Europe with Canada and United States. UK general agents are Cunard-Brocklebank Ltd, Liverpool.

Further information: circle 664

Packaging sootblowers for export

Constantine-Lloyd, the Manchester-based export shippers and packers, a member of the Constantine Group of Companies, packing a consignment of 46 ft long sootblowers on behalf of Hopkinsons of Huddersfield for shipment to the Escoms Malta Power Station in South Africa.

Further information: circle 665

Special export pack ironed out

Steam irons made in the UK by Hotpoint are being marketed in Spain in special three-colour die-cut corrugated boxes manufactured by Bowater Containers. The irons are held in their boxes by expanded polystyrene fittings. They are packed in outer corrugated cases, each holding six irons for shipment direct to the Tornado Company in Spain.

Further information: circle 666

MIDDLE EAST CONSTRUCTION

The Middle Eastern markets are THE markets for enterprising exporters. MIDDLE EAST CONSTRUCTION has rapidly established itself as THE English language monthly medium through which British firms can influence the specification and sale of their products, services and expertise. Every edition produces hundreds of worthwhile enquiries from construction readers in the oil rich states which are forwarded to our advertisers.

To find out what's going on in this rapidly expanding market, and to make certain that you share in this success story, become an annual subscriber at £18.00 (post paid) by sending your remittance (cheques payable to MIDDLE EAST CONSTRUCTION) to John Brazier at New World Publishers Ltd., Room 212, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ, or for further advertising details contact Michael Wills, Advertisement Manager, Room 107 at the above address or phone him on 01-643 8040, ext. 4335.

ENCIRCLE TI 578 ON PAGE 387 FOR FURTHER INFORMATION

Overseas trade country data

Algeria

Import regulations. The Algerian authorities have announced that items falling under the following tariff heading:

CCCN 49.09 Picture postcards including Christmas and other greeting cards, etc.

are now subject to quota restrictions.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 462.

Australia

The budget. The Australian Treasurer presented his 1977/78 budget on 16 August. The budget is built on the economic strategy pursued over the past 18 months and reaffirms the government's primary commitment to the reduction of inflation. Some of the main features are:

1 Introduction of simplified personal income tax system resulting in lower tax for all income earners;
2 Company tax increased by 3½ per cent to 46 per cent;
3 Energy conservation package:
   a 0.25 cents per litre increase in duty on petrol;
   b Increase in production levy on domestic crude oil production to A$3 per barrel;
   c Phased introduction of import parity pricing for local crude to the extent of 10 per cent of production from each particular field in 1977/78 (to 50 per cent in 1980/81).
4 Further reduction of coal export levies. New levy of 5 cents per tonne on coal production to finance increased coal research.

Further details are available from Commercial Relations and Exports Division, Department of Trade, Room 336, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319.

Ref: CRE 1453/77

Iron and steel. A notice in *Trade and Industry* of 4 March reported that as a result of a Bureau of Customs change of practice, pipe and tube fittings of iron and steel for use with flexible tubing, now classified under tariff item 73.20, were to be included in the iron and steel and steel pipes and tubes reference.

The commission will hold a public hearing to receive submissions in connection with fittings for flexible pipes and tubes commencing at 10.00 am, Wednesday, 7 September 1977, at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra ACT 2600.

Inquiries: CRE 01-215 5319.

Ref: CRE 1463/74

Inks inquiry. A notice in *Trade and Industry* of 8 October 1976 reported that a reference had been made to the Industries Assistance Commission on inks.

The commission is now in a position to proceed with its inquiry and those persons wishing to submit evidence are asked to notify the Secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600, immediately of their interest. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW (tel. 01-930 2524) which will represent UK interest if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

It is expected that the public hearings will begin in Melbourne on 14 November and Sydney on 21 November. Confirmation of locations and times will be published when available.

Inquiries: CRE 01-215 5319.

Ref: CRE 1737/76

Tariff quotas: vices. A notice in *Trade and Industry*, 20 May, reported a reference to the Temporary Assistance Authority on vices. It has just been announced that the Australian government has accepted the recommendation of the authority for the imposition of annual tariff quotas on handyman vices and industrial vices (tariff heading 82.04.900). The quota on handyman vices will be A$600,000 value for duty, and on industrial vices A$150,000, applicable on imports cleared between 1 July 1977 and 30 June 1978, allocated on the basis of imports during the year ended 30 June 1976.

The penalty rate for goods imported in excess of the quota is to be:

Handyman vices	A$8
Industrial vices	A$12

It has also been announced that these items have been referred to the Industries Assistance Commission for inquiry.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Tyre cord fabrics. A notice in *Trade and Industry* of 6 May reported that a reference had been sent to the Temporary Assistance Authority on tyre cord fabrics. The authority's report has not yet been made available by the Australian government, but it has just been announced that a decision has been made to introduce tariff quotas on imports of polyamide and polyester tyre cord fabrics (tariff items 51.04.2 and 59.11.2). The quota is to apply from 1 July 1977 until 30 June 1978 *or* until 4500 tonnes have been delivered or irrevocably committed for delivery from local production. Importers' tariff quota entitlement is to be 1 tonne of quota for each 3 tonnes delivered or committed for delivery from Australian production during the same period. The penalty rate for goods imported in excess of the quota is to be A$2 (two Australian dollars) per kilogram.

It is also announced that tyre cord fabrics have been referred to the Industries Assistance Commission for inquiry.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Tyres inquiry. A reference has been sent to the Temporary Assistance Authority for inquiry and report within 30 days, on tyres falling within tariff item 40.11.

A public hearing will be held in Canberra on 30 August. Interested parties may formally submit evidence at the hearing either through a nominated representative or the Australian British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW (tel. 01-930 2524). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. UK firms or trade associations intending to submit evidence should advise the Secretary, Temporary Assistance Authority, PO Box 80, Canberra ACT 2600, without delay.

Any temporary protection which may be accorded the goods by the government after receipt of the report by the TAA will be in the nature of a holding action pending government consideration of the question of long-term protection for the local industry following inquiry and report by the Temporary Assistance Authority.

Exporters should note that it has been made clear that, should the need for urgent action emerge from inquiries of this nature, goods ordered but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have, therefore, been urged to exercise caution in placing orders overseas and in entering into any financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by government.

Inquiries: CRE 01-215 5319.

Ref: CRE 1454/77

Austria

Textile import declarations. The Federal Ministry of Commerce, Trade and Industry has announced in *BGBL* 378, 1 July 1977, that from 1 August 1977 import declarations will be required for textiles falling within tariff headings 51.04, 53.11, 55.08, 55.09, 56.07, 60.03, 60.04, 60.05, 61.01, 61.02, 61.03 and 62.02.

The importer will be required to complete

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

an import declaration, in triplicate, giving the following details:

CCCN no.
Delivering country
Country of origin of the goods
Price per unit
Quantity
Currency of transaction
Address of deliverer and importer
Total value of consignment

The declaration must be confirmed by the Austrian Department of Trade, which will forward the top copy to Austrian customs to facilitate customs clearance.

This requirement does not apply to consignments of a value of 4,000 Austrian shillings or less.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Barbados

Cigarettes. By SI 1977 no. 150, the Barbados authorities have announced that import licences are now required for cigarettes (tariff heading 24.02.2).

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Canada

Footwear. Following the submission to the Canadian government of an interim report by the Canadian Anti-dumping Tribunal in respect of imports of women's and girls' footwear, it was announced on 10 August that as from 1 September 1977 women's and girls' footwear (other than canvas and rubber shoes) would be placed on the import control list. Permits will be issued without restriction, as this action has been taken in order to monitor imports to detect any acceleration of imports in anticipation of the imposition of quantitative restrictions.

Negotiations are also to commence with the four principal supplying countries, Italy, Brazil, Spain and Taiwan, to conclude orderly marketing arrangements by means of bilateral treaties.

Inquiries: CRE 01-215 5397.

Breakfast cereals. The Canadian Department of National Health and Welfare published in information letter 501, 5 August, proposals for nutritional requirements for breakfast cereals.

Comments should be made by 5 October to The Adviser, Legislative Policy (Food), Food Directorate, Health Protection Branch, Department of National Health and Welfare, Ottawa, Ontario K1A 0LZ.

Copies of the information letter are available from OTAR 01-248 5757 ext. 455/456/457.

Hazardous products ban for 'Tris'. On 28 July, the Canadian Minister for Consumer and Corporate Affairs announced that the importation, advertisement and sale of wearing apparel, treated with the chemical fire retardant 'Tris' would be prohibited under the Hazardous Products Act from 28 July 1977.

Inquiries: OTAR 01-248 5757 ext. 455/456/457.

Consumer packaging and labelling. Proposed amendments to the consumer packaging and labelling regulations were published in the Canada *Gazette* on 6 August.

The proposals will permit unilingual labelling on pre-packaged imported consumer products where the total cost to a dealer will not exceed $20,000 aggregate fob from the exporter in any calendar year. Such imports will be monitored, and the Canadian Department of Consumer and Corporate Affairs confirmed that the $20,000 will not be a global total, but will apply to each individual importer of a given product.

Comments on the proposals should be made by 6 October to the Assistant Deputy Minister (Consumer Affairs), Department of Consumer and Corporate Affairs, Place du Portage, 68 Victoria Street, Hull, Quebec K1A 0C9.

Inquiries: OTAR 01-248 5757 ext. 455/456/457.

Chile

Withdrawal of tax surcharges. Ministry of Finance decree 1844 published in the *Diario Oficial* on 3 August 1977 declares that withdrawal of tax surcharges affecting imports into Chile of cigarettes, toilet preparations, spirits and rubber tyres will be effective from 1 October 1977 onwards.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Colombia

Temporary duty reduction. Decree 1507 of 5 July 1977 has reduced the rate of duty on chlorine and caustic soda, tariff nos. 28.01.00.02 and 28.17.01.99, from 25 per cent to 1 per cent *ad valorem* until 31 December 1977.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Cyprus

Duties and taxes on cars. The government of Cyprus has increased duty on motor vehicles imported from the UK from 65 per cent to 85 per cent. Additionally a luxury surtax is now levied on all motor cars at a rate of C£25 per 500 cc up to 1500 cc and C£100 per 100 cc or part thereof over 1500 cc.

Inquiries: OTAR 01-248 5757 ext. 439.

Ethiopia

Highway sector programme. A copy of the *Highway Sector Program EFY 1970-1974 (1977-1981)* has been received in Export Services Division of the Department of Trade. It is divided into four parts: rural roads component; non-rural road component; manpower plan and development; and summary of highway sector programme.

The programme is available for inspection or loan from the Statistics and Market Intelligence Library (SMIL), Room D19, Export House, 50 Ludgate Hill, London EC4M 7HU. Applications for loan will be dealt with in strict order of receipt.

It should be noted that the dates of 1970-74 given in the programme are in the Ethiopian calendar and cover the period 1977-81 in the Gregorian calendar.

Inquiries: SMIL 01-248 5757 ext. 368/369.

Ghana

Customs tariff changes. Legal instrument 116 published in the *Ghana Gazette*, 29 July, amends, with effect from that date, parts A and B of schedule 1 of the Customs and Excise Tariff Regulations 1973 (LI 838).

Almost all chapters are affected, the only exceptions being chapters 24 (tobacco), 31 (fertilisers), 72 (coins), 86 (railways/stock), 99 (works of art, etc).

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

Greece

Quota on steel wire. A quota of $1,512,240 has been established for the period 1 July 1977 to 31 December 1978 for the import from EEC countries of steel wire of diameter 0.2 mm to 4 mm for general use and 4 mm to 8 mm for use in reinforced construction (tariff heading 73.15 A7a).

Inquiries: OTAR 01-248 5757 ext. 439.

Iraq

Use of the Arabic language. Law no. 64 of 1977 which concerns the preservation of the Arabic language may affect documents and other communications submitted to government departments.

Article 6 refers to marking and labelling in Arabic of products and goods exported to Iraq (see *Trade and Industry*, 19 August, page 327).

The law is due to take effect on 16 August 1977, but it is not known to what extent it will be implemented or whether its provisions will apply to firms both inside and outside Iraq.

British firms can expect the provisions of law no. 64 to be progressively applied even though the implementation date may be altered.

Clarification is still being sought as to the scope and application of the new legislation.

A copy of the English translation of law no. 64 of 1977 is available from Export Intelligence Service ext. 7016 but there is no further information.

Italy

Fish and fish products. Exporters of fish and fish products are warned that at present delays may be experienced at the Italian frontier. These arise from health problems currently in Italy, linked with the import of fish. Delays will normally only last a maximum of a few days and future arrangements

will be discussed with the Italian authorities.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Lebanon

Pharmaceutical pricing. The Lebanese Minister of Health has issued arrêté no. 161/1 of 8 June 1977, revising schedule no. 2 and amending certain provisions of arrêté no. 361/1 of 31 July 1971.

An unofficial translation of arrêté no. 161/1, together with a copy of the revised schedule no. 2 concerning converting sale price to the public in the country of origin to sale price to the public in the Lebanon, is available on request.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Libya

Specified national authorities. The Libyan authorities have now published a list of foodstuffs, etc, coming within the import monopoly of both The General Foodstuffs Company and the National Foodstuffs Company.

The list is as follows:

Biscuits and bread, butter, cheese, childrens' food except special milks, confectionery, cream, diet foods, fruit juices, fruit – tinned, jams, vegetables including tinned beans of all kinds.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461.

Luxembourg

Foodstuffs regulations. The Luxembourg *Memorial* A-No. 31, 9 June, published a decree dated 25 May which implements EEC directive of 17 November 1975 concerning fruit juices and certain similar products.

Copies of this decree (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Eggs and egg products. The Luxembourg *Memorial* A-No. 40, 20 July, published a decree dated 22 June concerning eggs and egg products. The decree enters into force six months after publication.

Copies of this decree (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Malta

Flour, bread and paste. The Malta *Government Gazette*, 29 July, published with legal notice 92 the flour, bread and paste regulations. These cover the composition, properties and permissible additives to flour, bread and paste.

These regulations shall come into force on such date as the Minister of Health may fix by notice in the *Gazette*.

British exporters may obtain a copy of the above regulations from OTAR 01-248 5757 ext. 461.

Investment in Malta. The British High Commission in Malta have produced a handout entitled 'Note on Investment in Malta' (August 1977). It covers, *inter alia*, setting up a company, foreign exchange controls, aids to industry schemes and taxation of limited companies.

A copy of the above handout can be obtained from OTAR 01-248 5757 ext. 458/461.

Portugal

Dry batteries. Portuguese *Diario da Republica* 173, 28 July, published order 472, which makes marketing of dry batteries subject to the system of declared prices and fixed trading margins set out in decree law 329-A/74.

Inquiries: OTAR 01-248 5757 ext. 460.

Rwanda

Import regulations. The government of Rwanda has, by regulation III/no. 10 of 29 April 1977, instituted an obligatory inspection procedure prior to shipment for goods being imported into Rwanda. The regulation gives in detail the procedure to be followed and lists the goods and countries exempted.

The organisation appointed to verify the quality, quantity and prices of goods to be imported is the General Superintendence Co of Geneva. Exporters to Rwanda are advised to contact the General Superintendence Co (UK) Ltd, Orchard Lea, Winkfield, near Windsor, Berks (tel. 034-47 4131, telex 847147) before final packing of goods for shipment.

Inquiries: CRE 01-215 5334.

Singapore

Perfumery, cosmetics and toilet preparations. The Singapore government has introduced the Customs Duties (Amendment No. 6) Order 1977, which came into effect on 4 August 1977, whereby the customs duty on CCCN 33.06. nos. 110; 120; 310; 320; 330; 390; 510; 590; 600 and 900 has been amended from 20 per cent to nil.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Import surcharge. R1432 published in South Africa *Government Gazette* 5689 of 29 July amends the list of tariff headings which attract the temporary import surcharge of 15 per cent. The surcharge was introduced in the budget on 30 March and general information was published in *Trade and Industry* on 8 April.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Motor vehicle parts and spares. The Spanish *State Gazette* of 11 July 1977, published royal decree 1672/1977 of 2 June, amending royal decree 2100/1976 of 10 August 1976 on the manufacture, import, sale and use of parts, spares and equipment for the repair of motor vehicles.

English translations of these decrees are available from OTAR.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

United States

Imports of speciality steels under quota. A new quota period has now opened. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978, and US imports of the products concerned from the EEC during this period, as at 12 August:

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 12 Aug 1977
Sheet and strips of stainless steel (item 923.20)	32 600 000	7 486 878
Plates of stainless steel (item 923.21)	6 000 000	915 972
Bars of stainless steel (item 923.22)	5 200 000	1 043 446
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Bearing steel (item 923.25)	7 000 000	68 929
Alloy tool steel (item 923.26)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Consumer products: full warranty. The *Federal Register* dated 3 August 1977 published a rule proposed by the Federal Trade Commission for consumer products which will define eight separate issues under a full warranty. Written comments (three copies) by 15 September 1977 to Federal Trade Commission, Washington DC 20580, and comments to be marked 'Full Warranty Duties Comments'. Public hearings will be held at specified places and dates.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Toys. The *Federal Register* dated 4 August 1977 published a regulation proposed by the CPSC that would establish technical requirements identifying sharp points on toys used by children under eight years of age. Written comments (five copies) by 6 September 1977 to Consumer Product Safety Commission, 1111 18th Street NW, Washington DC 20207.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,218	10,404	1,830	1,977	£ million		
1970	100.0	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	101.7	32,505	9,681	1,991	1,930	99	−148	52	22	1,087	280	807
1972	104.3	34,402	9,870	1,739	2,071	39	−145	48	15	131	−702	833
1973	110.2	36,003	10,279	1,872	2,390	1,127	404	102	382	−752	−2,334	1,582
1974	109.9	35,590	10,124	2,024	2,289	602	666	81	−111	−3,380	−5,221	1,841
1975	107.7	35,234	9,991	1,737	1,970	−680	−392	−111	−23	−1,650	−3,195	1,545
1976	108.9	35,290	9,556	1,651	1,901	−2	5	23	1	−1,458	−3,574	2,116
1975 1st qtr.	109.5	8,988	2,534	471	492	−125	18	−31	−38	−541	−947	406
2nd qtr.	107.4	8,833	2,474	444	498	−267	−105	−54	−66	−309	−655	346
3rd qtr.	106.6	8,724	2,540	416	501	−208	−234	−29	38	−579	−967	388
4th qtr.	107.4	8,689	2,443	406	480	−80	−70	4	43	−221	−626	405
1976 1st qtr.	109.1	8,811	2,460	402	452	25	31	24	12	−117	−534	417
2nd qtr.	108.2	8,730	2,394	408	478	−97	−115	−22	−55	−397	−915	518
3rd qtr.	108.3	8,824	2 392	418	484	−22	4	10	22	−538	−1,143	605
4th qtr.	110.0	8,925	2,310	422	486	92	86	11	22	−406	−982	576
1977 1st qtr.	109.1	8,720	2,235	414	478	255	180	52	80	−327	−968	641
2nd qtr.		8,620pe								−50	−710	660 e
% change last 2 qtrs. on prev. 2 qtrs.	+1.2	−2.3	−5.0	−2.0	−2.0							
on a year earlier	+1.2	−1.1	−7.2	+1.0	—							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.5	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.1	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	110.0	110.7	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	107.0	109.1	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7ø	2.6ø	302.7ø	131.2	136.2
1975	101.8	102.5	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0ø	125.6	126.4
1976	102.3	103.5	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8ø	5.4ø	120.4ø	135.9	134.2
1976 1st qtr.	102.0	102.2	107.3	103	149.4	22.5	266.5	206.9	250.9	1,220.3	5.2	116.7	131.5	126.1
2nd qtr.	102.5	103.7	107.6	106	154.9	16.0	292.6	214.4	258.6	1,252.1	5.3	119.4	137.1	134.6
3rd qtr.	101.6	103.7	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.2	137.9
4th qtr.	103.0	104.5	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8ø	5.6ø	..	140.8	138.1
1977 1st qtr.	103.5	105.4	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	140.7	142.4
2nd qtr.	102.8 p	103.8 p	103.9	102	181.9	17.4	347.8	259.2	285.3	1,330.4	5.6	159.2	148.8	144.0
1976 July	101.5	103.8	108.8	91	156.3	12.9	302.0	219.8	263.1	1,288.9	5.5	118.6	130.4	139.4
Aug.	100.7	102.7	108.9	115	158.5	13.8	304.0	223.4	267.2	1,308.8	5.6	126.2	134.9	133.7
Sept.	102.5	104.5	108.9	86	160.6	14.3	314.4	226.3	266.1	1,318.7	5.6	125.9	137.3	140.4
Oct.	102.7	104.8	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	140.8	140.6
Nov.	103.3	104.9	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.1	140.1
Dec.	103.1	103.7	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	143.3	133.6
1977 Jan.	103.6	105.2	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.0	153.9
Feb.	103.6	105.7	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.3	133.8
Mar.	103.2	105.4	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	142.9	139.4
Apr.	103.0	104.2	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	148.8	138.6
May	104.6	106.3	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.0	142.2
June	100.7 p	100.9 p	103.8	90	183.6	17.7	345.3 p	262.4 p	286.7 p	1,352.9	5.7	157.8	152.5	151.3
July			107½ p	109	183.8	17.6	345.8 p	265.8 p		1,402.2 p	5.9	152.7	152.1 p	149.0 p
Aug.										1,413.9 p	6.0	154.1 p		
% change latest 3 months on prev. 3 months	−0.7	−1.6	+1.1	−6.4	+3.6		+0.3	+4.5	+1.8	+5.3			+ 4½	+7½
on a year earlier	+0.3	—	−2.3	+5.1	+17.5		+16.3	+20.9	+10.3	+8.0			+11	+7½

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. Not available ø Average of available months e Estimate **Inquiries: 01-215 3453**

Films and television material: overseas transactions in 1976

This article presents the results of the Department of Trade's annual inquiry into overseas transactions by film and television companies relating to the production and exhibition of cinematograph film and television material in 1976. The scope and coverage of the inquiry were identical with those of previous inquiries in the series the last of which was reported in *Trade and Industry*, 20 August 1976.

Overseas expenditure and receipts of film and television companies from the production and exhibition of cinematograph film and television material rose by £8½ million and £9 million respectively between 1975 and 1976. A summary of expenditure and receipts from 1966 to 1976 is provided in table 1.

Expenditure rose to £47 million in 1976, with expenditure by television companies accounting for four-fifths of the £8½ million rise between 1975 and 1976. Expenditure has increased by 73 per cent since 1966, but within this total, expenditure by television companies increased by over 400 per cent while expenditure by film companies rose by only 24 per cent.

Receipts rose to £54 million in 1976 passing the previous peak reached in 1967. However receipts by film companies in 1976 were still over one-fifth lower than their peak in 1967 while receipts by television companies were nearly 200 per cent higher than in 1967. Both film and television companies contributed to the £9 million increase in total receipts between 1975 and 1976, with the television companies being responsible for nearly two-thirds of this increase.

Receipts net of expenditure in 1976, at £7 million, were almost £½ million higher than in 1975, but well below the record net receipts of £27 million achieved in 1967. Because these figures include some of the imports and exports of exposed film recorded in the overseas trade statistics (see notes and definitions) the transactions by film and television companies included as part of invisibles in the balance of payments showed a net surplus of £1 million in 1976, compared with a net surplus of £3 million in 1975 and a net deficit of £1 million in 1974.

Cinematograph film producers and distributors

A geographical breakdown of payments and receipts in respect of the production and distribution of cinematograph films by film companies between 1972 and 1976 is given in table 2. Since 1973 figures for transactions with the EEC have been collected separately; before 1973 the figures for the Irish Republic were included in overseas sterling countries and the figures for the continental EEC countries in other western Europe. Between 1973 and 1976 expenditure in EEC countries more than doubled and accounted for 30 per cent of total expenditure in 1976 compared with less than a fifth in 1975. Receipts from EEC increased in 1976 to a level 2¼ that in 1973, and accounted for just over one-fifth of total receipts in 1976 compared with just over one-sixth in 1975. Apart from 1975 expenditure in the EEC in the period 1973 to 1976 has exceeded receipts.

Both payments to and receipts from north America fell by about £2 million between 1975 and 1976. Expenditure in north America at almost £15 million in 1976 was still above that in 1974 but below the levels in 1971 to 1973. Receipts from north America fell to £14 million, still well above the level in 1973 and 1974, but below the levels in 1965 to 1972. Expenditure in north America in 1976 exceeded receipts by nearly £1 million compared with just over £½ million in 1975.

Table 3 gives an area breakdown of film companies' expenditure and receipts between those associated with performances and those associated with production for the years 1975 and 1976. The rise in total expenditure between 1975 and 1976 was due entirely to an increase of £2½ million on performances which more than offset the fall of just under £1 million in production expenditure. Within expenditure on performances, the increase was due mainly to a £2½ million rise in expenditure in EEC, while that in north America fell by £½ million. Within production expenditure, that in north America in 1976 was £1½ million lower than in 1975. There were increases of about £1 million in both the EEC and other western Europe, and a fall of £1 million in overseas sterling countries.

Performance receipts rose by £1½ million between 1975 and 1976, despite a fall of nearly £5 million in receipts from north America. There were increases between 1975 and 1976, in performance receipts from all the other main areas, the largest being a £3 million increase in respect of EEC. Production receipts also rose by £1½ million, due almost entirely to an increase of £2½ million in receipts from north America which more than offset the small falls in receipts from overseas sterling countries, EEC countries, and other western Europe.

Table 1 Overseas transactions in respect of films and television material

£ million

	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
Expenditure[1]											
Film companies[2]	23.8	21.2	21.4	26.8	15.3	19.4	20.0	20.9	22.1	27.8	29.6
Television companies[3]	3.5	3.5	4.1	5.2	4.8	4.9	5.0	7.7	9.1	10.8	17.6
Total	27.3	24.7	25.5	32.0	20.1	24.3	25.0	28.6	31.2	38.6	47.2
Receipts[4]											
Film companies[2]	32.5	45.3	44.5	40.7	26.7	34.0	28.4	22.8	22.5	32.5	35.7
Television companies[3]	5.0	6.2	5.1	6.9	5.7	10.6	9.1	10.1	10.4	12.6	18.4
Total	37.5	51.5	49.6	47.6	32.4	44.6	37.5	32.9	32.9	45.1	54.1
Receipts less expenditure:											
Film companies[2]	8.7	24.1	23.1	13.9	11.4	14.6	8.4	1.9	0.4	4.7	6.1
Television companies[3]	1.5	2.7	1.0	1.7	0.9	5.7	4.1	2.4	1.3	1.8	0.8
Total	10.2	26.8	24.1	15.6	12.3	20.3	12.5	4.3	1.7	6.5	6.9

[1] Sums payable to overseas residents.
[2] Includes transactions by film companies in respect of rights restricted to television.
[3] Includes transactions in respect of BBC sound broadcasting and Independent Television News.
[4] Sums receivable from overseas residents.

Table 2 Overseas transactions in respect of cinematograph films[2]: analysis by area

£ million

	1972	1973	1974	1975	1976
Expenditure[1]					
Overseas sterling countries[5]	0.9	0.6	0.9	2.3	1.1
European Economic Community[6]		4.3	5.9	5.4	8.9
Other western Europe	3.7	0.7	1.0	1.5	2.8
North America	15.2	15.0	13.5	16.9	14.9
Rest of the world	0.2	0.3	0.8	1.7	1.9
Total	20.0	20.9	22.1	27.8	29.6
Receipts[4]					
Overseas sterling countries[5]	5.3	4.0	4.9	6.5	6.5
European Economic Community[6]		3.3	4.5	5.6	7.7
Other western Europe[7]	4.0	1.6	2.1	1.8	2.3
North America	17.3	11.4	8.6	16.2	14.0
Rest of the world	1.8	2.5	2.4	2.4	5.2
Total	28.4	22.8	22.5	32.5	35.7
Of which receipts in respect of rights restricted to television	1.5	1.8	1.7	1.6	3.0

[1], [2], [3], [4] See table 1.
[5] From 1973 excludes transactions with Irish Republic.
[6] Prior to 1973 included in Other western Europe. Includes transactions with Irish Republic.
[7] Including continental EEC countries prior to 1973.

Table 3 Overseas transactions in respect of cinematograph films[2]: analysis by area and type of transaction

£ million

	1975						1976					
	Total	Overseas sterling countries	European Economic Community	Other Western Europe	North America	Rest of World	Total	Overseas sterling countries	European Economic Community	Other Western Europe	North America	Rest of World
Expenditure[1]												
Performances in cinemas or on television	18.6	0.1	5.0	0.8	12.7	—	21.2	0.1	7.6	1.1	12.3	0.1
Production of films	9.2	2.2	0.4	0.7	4.2	1.7	8.4	1.0	1.3	1.7	2.6	1.8
Total	27.8	2.3	5.4	1.5	16.9	1.7	29.6	1.1	8.9	2.8	14.9	1.9
Receipts[4]												
Performances in cinemas or on television	22.6	5.3	4.2	1.2	10.6	1.3	24.2	5.7	7.1	1.8	5.7	3.9
Production of films	9.9	1.2	1.4	0.6	5.6	1.1	11.5	0.8	0.6	0.5	8.3	1.3
Total	32.5	6.5	5.6	1.8	16.2	2.4	35.7	6.5	7.7	2.3	14.0	5.2

Notes: see table 1.

Table 4 Overseas transactions in respect of cinematograph films[2]: analysis by type of transaction and category of company

£ million

	1975			1976		
	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms
Expenditure[1]						
Performances in cinemas or on television	18.6	16.3	2.3	21.2	18.3	2.9
Production of films, etc	9.2	0.9	8.3	8.4	0.5	7.9
Total	27.8	17.2	10.6	29.6	18.8	10.8
Receipts[4]						
Performances in cinemas or on television	22.6	5.9	16.7	24.2	7.2	17.0
Production of films, etc	9.9	4.2	5.7	11.5	4.8	6.7
Total	32.5	10.1	22.4	35.7	12.0	23.7

Notes: See table 1.

Table 5 Overseas transactions of the BBC and IBA programme contractors[3]

£ million

	1972	1973	1974	1975	1976
	Total	Total	Total	Total	Total
Expenditure[1]	5.0	7.7	9.1	10.8	17.6
Receipts[4]	9.1	10.1	10.4	12.6	18.4

Notes: See table 1.

The increase in performance receipts, as shown in table 4, was due mainly to transactions by UK subsidiaries of major US film companies. The rise in production receipts was more evenly spread between the UK subsidiaries of US majors and other companies. In terms of total receipts, the decline in the importance of UK subsidiaries of the US majors since 1972, stopped in 1976. These companies accounted for one-third of total receipts in 1976, slightly higher than in 1975, but considerably below the two-thirds of receipts they accounted for in the years up to and including 1972.

The rise in performance expenditure was also due mainly to the UK subsidiaries of US majors whose expenditure increased by £2 million. However the fall in production expenditure was equally divided between the UK subsidiaries of US majors and other firms. In terms of total expenditure, the decline in the importance of UK subsidiaries of US majors since 1972 also stopped in 1976. These companies accounted for 64 per cent of total expenditure, slightly higher than in 1975, but below the 80 per cent of expenditure they accounted for in the years up to and including 1972.

Television

A summary of the overseas transactions of the BBC and ITA programme contractors between 1972 and 1976 is given in table 5. Expenditure overseas rose by nearly £7 million to £17½ million in 1976 while receipts from overseas increased by nearly £6 million to £18½ million. The balance of receipts over payments, of nearly £1 million, was £1 million less than in 1975 and the lowest level over the last decade.

Table 6 gives an area breakdown of expenditure and receipts for 1975 and 1976. Expenditure in north America almost doubled with a £5 million increase to reach a level of £10½ million in 1976. Receipts from north America at just over £7½ million in 1976 also showed a large increase, of nearly £3½ million between 1975 and 1976. As a result, the relative importance of north America, the most important area for television companies, increased still further in 1976, accounting for nearly 60 per cent of expenditure compared with just over a half in 1975, and just over 40 per cent of receipts compared with a third in 1975. Expenditure in the EEC rose by nearly £1 million to £4½ million in 1976, but accounted for only one quarter of total expenditure compared with a third in 1975. Receipts from EEC rose by just under £1½ million to nearly £4 million in 1976, maintaining their one-fifth share of total receipts. Expenditure in overseas sterling countries was slightly higher while receipts increased by £1 million. There was a slight increase in expenditure in other western Europe, while receipts showed a small fall. Expenditure in the rest of the world increased by just under £1 million, but receipts only rose by just under £½ million.

Notes and definitions

The statistics cover the value of transactions between the United Kingdom and overseas residents in respect of the production, sales of rights and rentals of films of any width, and recordings on tape or other media, including overseas transactions on behalf of another producer, distributor or agent in the United Kingdom.

They do not cover all the film companies' overseas transactions which affect the UK balance of payments since they do not include profits or capital transactions (except the provision of production finance). Transactions relating to the Army Kinema Corporation are excluded throughout. The basis of the register of the inquiry was described in detail in the *Board of Trade Journal*, 6 January 1967. This register is brought up to date annually using a list of producers and distributors who registered films with the Department of Trade. Returns in respect of 1976 were received from 171 film companies, of which 50 reported no overseas transactions. Firms were asked to report figures for the calendar year 1976 where possible, although some firms provided figures for their nearest accounting year. Eight firms reported for an accounting year ending before 31 December 1976 and five companies for an accounting year ending after 31 December 1976.

Firms were asked to return amounts against the geographical area to which they were payable or from which they were receivable, irrespective of where they might have first been earned.

Transactions with overseas branches and with companies registered abroad were included, as were debits to and credits from non-resident accounts. Receipts for production in the UK comprised amounts remitted from overseas or put up from amounts held in the UK on behalf of overseas residents, and sums applied to the repayment of loans raised in the UK. Amounts for film production, including location work abroad, remitted from the UK or put up from amounts held overseas on behalf of UK residents, were included as debits.

Firms were asked to state separately the amounts receivable in respect of rights relating solely to television (see table 2); the corresponding payments for foreign films for television showing are thought to be

Table 6 Overseas transactions of the BBC and IBA programme contractors[3]: analysis by area £ million

	1975						1976					
	Total	Overseas sterling countries	European Economic Community	Other Western Europe	North America	Rest of World	Total	Overseas sterling countries	European Economic Community	Other Western Europe	North America	Rest of World
Expenditure[1]	10.8	0.6	3.6	0.8	5.5	0.3	17.6	0.7	4.5	0.9	10.4	1.1
Receipts:[4]	12.6	3.2	2.5	1.7	4.3	0.9	18.4	4.2	3.8	1.5	7.6	1.3

Notes: See table 1.

small. There is some difference in coverage between these statistics and those for imports and exports of exposed cinematograph film in the overseas trade account. The import and export figures for 1976, £8.4 million and £20.1 million respectively, however, include a number of items not covered by the inquiry; for example, film flown in from units on location abroad for processing and immediate return to the unit abroad, and film imported and prints exported after processing by specialist film processing laboratories to the order of overseas customers. It is not possible to give an exact indication of the extent of the difference, but it is probably of the order of half of the export figure in the overseas trade account and a rather higher proportion of the import figure.

General

The tables give the information in as much detail as is practicable without disclosing the affairs of individual firms.

In the tables:

– means nil or less than half of final digit shown

.. means not available

Inquiries: 01-215 3409.

Regional selective assistance

The tables show on a regional basis the number and value of applications received and offers made under section 7 of the Industry Act during April and May 1977.

Inquiries: 01-211 4216.

	Applications received		Offers made	
	No. of projects	Value (£000)	No. of projects	Value (£000)
April 1977				
Scotland	17	7 964	9	751
Wales	13	3 478	10	467
Northern	22	11 946	12	730
North West	34	10 569	29	4 378
Yorkshire and Humberside	27	4 772	8	192
South West	5	1 062	4	108
East Midlands	2	238	2	81
West Midlands	—	—	—	—
Total	120	40 029	74	6 707
May 1977				
Scotland	18	3 847	14	2 195
Wales	15	4 917	8	658
Northern	16	6 230	14	1 592
North West	31	5 659	30	2 416
Yorkshire and Humberside	24	4 688	14	467
South West	2	235	—	—
East Midlands	5	685	3	18
West Midlands	1	7	—	—
Total	112	26 268	83	7 346

Release dates of economic statistics to be published in September

Information in the table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in September. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

	Method of release	Source
1 Fri		
UK official reserves (Aug)	PN	Treasury
Capital issues and redemptions (during the month of August)	PN	Bank of England
5 Mon		
Public sector borrowing requirement and details of local authority borrowing (2nd qtr)	PN	CSO
6 Tues		
Hire purchase and other instalment credit business (July)	PN	Department of Trade
Retail sales (July – final)	PN	Department of Trade
Provisional figures of vehicle production (Aug)	PN	Department of Industry
Construction – output (2nd qtr)	PN	Department of the Environment
Housing starts and completions (July)	PN	Department of the Environment
House renovation grants approved (July)	PN	Department of the Environment
United Kingdom Balance of Payments 1966-76 (Pink Book)	Pink Book	CSO
7 Wed		
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Aug)	PN	Bank of England
London clearing banks' monthly statement (mid-Aug)	PN	CLCB
8 Thurs		
United Kingdom balance of payments (2nd qtr)	PN	CSO
9 Fri		
Company liquidity survey (2nd qtr)	Trade and Industry	Department of Industry
National Income and Expenditure 1966-76 (Blue Book)	Blue Book	CSO
Central government financial transactions (including borrowing requirement) (Aug)	PN	Treasury
12 Mon		
Wholesale price index numbers (Aug – prov)	PN	Department of Industry
Retail sales (Aug – prov)	PN	Department of Trade
13 Tues		
Index of industrial production (July – prov)	PN	CSO
14 Wed		
Balance of payments current account and overseas trade figures (Aug)	PN	Department of Trade/ CSO
15 Thurs		
UK banking sector statistics (2nd qtr)	Bulletin	Bank of England
Financing of the Central Government Borrowing Requirement (2nd qtr)	Bulletin	Bank of England
Money stock (2nd qtr)	Bulletin	Bank of England
UK banks' assets and liabilities and the money stock (mid-Aug)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-Aug)	PN	Bank of England
16 Fri		
Usable steel production (Aug)	PN	BSC/BISPA
Retail prices index (Aug)	PN	Department of Employment
Building societies receipts and loans (Aug)	PN	BSA
19 Mon		
Basic rates of wages and normal weekly hours (Aug)	PN	Department of Employment
Monthly index of average earnings (July)	PN	Department of Employment
20 Tues		
Unemployment (Sept – prov)	PN	Department of Employment
Unfilled vacancies (Sept – prov)	PN	Department of Employment
Gross domestic product (2nd qtr – prov)	PN	CSO
21 Wed		
Construction – new orders (July)	PN	Department of the Environment
22 Thurs		
Car and commercial vehicle production (Aug – final)	PN	Department of Industry
Capital expenditure by the manufacturing, distributive and service industries (2nd qtr – rev)	PN	Department of Industry
Manufacturers' and distributors' stocks (2nd qtr – rev)	PN	Department of Industry
Finished steel consumption and stock changes (2nd qtr – final)	PN	Department of Industry
New vehicle registrations (Aug)	PN	Department of Transport
23 Fri		
Sales and orders in the engineering industries (June)	Trade and Industry	Department of Industry
Bricks and cement production (Aug)	PN	Department of the Environment
25 Sun		
National Savings monthly progress report (Aug)	PN	National Savings Committee
26 Mon		
National Food Survey report on consumption (2nd qtr)	PN	MAFF
Quarterly analysis of bank advances (mid-Aug)	PN	Bank of England
29 Thurs		
Unemployment (Aug – final)	Gazette	Department of Employment
Employment in production industries (July)	Gazette	Department of Employment
Overtime and short-time working in manufacturing industries (July)	Gazette	Department of Employment
Stoppages of work due to industrial disputes (Aug)	Gazette	Department of Employment
Energy Trends	PN	Department of Energy

PN Press notice.

Turnover of the motor trades: second quarter

The total turnover of the motor trades in the second quarter of 1977 was 19 per cent higher than in the second quarter of 1976. On the same comparison, new vehicle sales increased by 19 per cent, used vehicle sales increased by 16 per cent and other sales and receipts (which include sales of petrol and oil, tyres, spares and accessories and receipts from servicing and repairs) rose by 19 per cent.

The statistics are of turnover at current prices. Movements therefore include the effect of price changes, including changes in purchase tax before the second quarter of 1973, the introduction of VAT and car tax from the second quarter of 1973, the introduction of VAT on petrol from the second quarter of 1974, and subsequent changes in the rates of VAT. The turnover includes transactions between dealers in addition to final sales. Vehicles include commercial vehicles as well as private cars and motor cycles.

The estimates for Q1 1977 have been revised to take account of additional information from late returns.

The figures are not seasonally adjusted.

The returns made by a voluntary panel are used to project the figures of turnover in a base year (1972) obtained in a comprehensive inquiry to motor traders.

Inquiries: 01-215 3177.

Turnover of the catering trades: second quarter

Catering turnover, at current prices and after seasonal adjustment, was 3 per cent higher in the second quarter of 1977 compared with the first quarter.

Recent percentage increases compared with corresponding quarters a year earlier (at current prices but *not* seasonally adjusted) for the main kinds of business are:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1976					
1st qtr	13	16	9	14	17
2nd	17	20	11	18	14
3rd	14	18	13	13	14
4th	12	18	13	10	16
1977					
1st qtr	14 r	21 r	14 r	12	18 r
2nd	11	22	10	7	11

The Easter bank holiday fell entirely in the second quarter in both 1976 and 1977. r Revised figure.

Compared with the second quarter of 1976, catering turnover in the second quarter of 1977 increased by 11 per cent overall; the increases recorded for the kinds of business were: licensed hotels and holiday camps 22 per cent, restaurants, cafes and fish and chip shops 10 per cent, public houses 7 per cent and canteens 11 per cent.

Turnover of all caterers, seasonally adjusted

Index numbers of turnover per week[1] G.B.
Value at current prices (turnover in 1969 = £2,533 million)
1969 = 100

	Year	1st qtr	2nd qtr	2nd qtr	4th qtr
1969	100	97	100	102*	103
1970	108	105	108	109	112
1971	118	115	117	119	122
1972	131	125	128	133	138
1973	148	142	146	150	153
1974	170	159	166	173	180
1975	201	187*	198	208	210
1976	230	215	229	237	237
1977		246 r	253		

[1] Turnover includes VAT; the quarterly periods consist of 13 weeks except* which are of 14 weeks. The second quarter 1977 period was the 13 weeks from 3 April 1977 to 2 July 1977; the first quarter 1976 period was the 13 weeks from 4 April 1976 to 3 July 1976.

Inquiries: 01-215 3177.

New companies registered in July

Details of new companies registered in Great Britain during July 1977 showing nominal capital are shown in the table. Figures exclude unlimited companies and companies limited by guarantee.

Inquiries: Cardiff (0222) 388588 ext. 2226.

Companies registered in Great Britain: July

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2 587	—	2 587
Over £100 but under £1,000	67	—	67
£1,000 but under £10,000	910	—	910
£10,000 but under £50,000	423	—	423
£50,000 but under £100,000	89	—	89
£100,000 but under £1,000,000	89	—	89
£1,000,000 and over	7	—	7
Total number	4 172	—	4 172
	£ thous	£ thous	£ thous
Total amount of nominal capital	34 238	—	34 238

Companies registered in Great Britain in 1976 and 1977

	1976		1977	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 476	21 780	3 225	30 825
February	4 088	19 228	4 330	34 505
March	6 190	41 680	5 843	49 266
April	4 150	22 354	5 499	41 860
May	4 343	25 095	4 097	27 086
June	5 624	25 815	4 169	61 951
July	4 954	58 659	4 172	34 238
August	4 221	44 690		
September	4 377	25 342		
October	4 600	34 544		
November	4 667	60 549		
December	4 655	147 053		
Total	55 345	526 789		

Turnover of the motor trades: index numbers

Index numbers of turnover per quarter at current prices (including purchase tax or VAT and car tax)

Percentage change compared with a year earlier in brackets 1972 =100

	Total turnover	New vehicle sales	Used vehicle sales	Other sales
Turnover in 1972 (£ million)	(8,109)	(3,089)	(1,373)	(3,647)
1972	100	100	100	100
1973	111 (+11)	110 (+10)	102 (+2)	115 (+15)
1974	119 (+7)	106 (−3)	100 (−2)	137 (+19)
1975	143 (+20)	123 (+16)	128 (+28)	166 (+21)
1976	174 (+22)	159 (+29)	158 (+24)	192 (+16)
1972				
1st qtr	95	94	100	93
2nd	105	109	107	101
3rd	102	101	103	104
4th	98	96	90	102
1973				
1st qtr	117 (+23)	126 (+34)	119 (+18)	109 (+17)
2nd	110 (+5)	110 (+1)	103 (−3)	113 (+12)
3rd	114 (+12)	111 (+10)	108 (+5)	119 (+15)
4th	102 (+4)	93 (−3)	80 (−12)	118 (+16)
1974				
1st qtr	108 (−8)	102 (−20)	87 (−27)	120 (+10)
2nd	122 (+11)	112 (+2)	106 (+3)	136 (+20)
3rd	126 (+11)	110 (−1)	111 (+3)	146 (+22)
4th	121 (+18)	102 (+10)	95 (+20)	147 (+24)
1975				
1st qtr	137 (+27)	127 (+25)	116 (+33)	152 (+27)
2nd	148 (+21)	129 (+15)	136 (+27)	168 (+23)
3rd	152 (+21)	131 (+19)	143 (+29)	174 (+19)
4th	135 (+12)	105 (+3)	117 (+23)	168 (+15)
1976				
1st qtr	166 (+22)	161 (+27)	153 (+32)	175 (+15)
2nd	176 (+19)	162 (+25)	170 (+26)	189 (+12)
3rd	178 (+17)	159 (+22)	167 (+17)	199 (+15)
4th	176 (+30)	155 (+48)	143 (+22)	205 (+22)
1977				
1st qtr (revised)	203 (+22)	199 (+23)	189 (+24)	211 (+21)
2nd	208 (+19)	193 (+19)	198 (+16)	226 (+19)

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PQ 433	Fur for first quarter 1977
PQ 441	Weatherproof outerwear for first quarter 1977
PQ 442	Men's and boys' tailored outerwear for first quarter 1977
PQ 444	Overalls and men's shirts, underwear, etc, for first quarter 1977
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1973 Report on the Census of Production (price including postage shown in parentheses)

PA 213	Biscuits	(67p)
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Footwear industry: orders, deliveries and stocks

In the three months ended May 1977 deliveries in the footwear industry were estimated to be 1 per cent lower on a seasonally adjusted pairage basis, than in the three months ended February 1977. Net new orders were 22 per cent lower than in the previous three months, while at the end of May orders on hand were 14 per cent up on the February 1977 level. The index of output in the three months ended May 1977 was 5 per cent lower than in the three months ended February 1977.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: 01-212 6787.

Index of output: orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

		Index of output 1970 = 100	Orders on hand (end period)		Net new orders			Deliveries			Stocks (end period)
			Million pairs	£m	Million pairs		£m	Million pairs		£m	Million pairs
1966			33.6					16.4			
1967			37.8		16.5			16.1			
1968		113	41.6		17.3			17.0			
1969		108	34.6		15.9			16.5			
1970		100	38.9		16.6			16.2			
1971		108	32.5	55.7	15.7			16.2		23.8	19.4
1972		104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973		108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974		107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975		101	38.8	91.8	13.2		36.2	13.7		35.1	15.8
1976		101	46.8	132.9	13.8		42.8	13.1		39.4	14.4
		Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1975	1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
	2nd quarter	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
	3rd quarter	101	33.1	70.0	11.4	13.9	33.1	14.1	13.8	37.2	17.4
	4th quarter	101	38.8	91.8	15.5	14.6	43.4	13.6	13.4	36.1	15.8
1976	1st quarter	101	42.6	89.2	14.6	13.1	38.9	13.3	12.9	39.8	19.0
	2nd quarter	99	46.3	107.5	12.8	12.8	40.4	11.5	12.4	34.3	20.9
	3rd quarter	99	36.9	89.7	10.0	12.0	34.7	13.2	12.8	40.7	17.2
	4th quarter	106	46.8	132.9	17.6	16.9	57.3	14.3	14.1	42.9	14.4
1977	1st quarter p	108	57.1	140.7	17.1	15.7	51.6	13.7	13.4	48.9	14.7
1976	January	105	38.9	88.2	13.2	13.4	33.9	13.1	13.8	37.6	
	February	104	40.0	89.3	14.1	13.2	40.3	12.9	12.8	39.2	
	March	94	42.6	89.2	16.5	12.8	42.5	13.9	12.1	42.6	
	April	95	43.2	94.4	12.2	9.7	39.7	11.6	12.0	34.5	
	May	103	48.0	108.4	15.9	15.4	47.0	11.1	13.1	33.0	
	June	100	46.3	107.5	10.2	13.4	34.4	11.8	12.2	35.3	
	July	95	40.8	90.7	6.3	10.3	20.2	11.8	12.2	37.0	
	August	97	38.1	87.9	8.8	11.4	33.7	11.4	12.0	36.6	
	September	105	36.9	89.7	15.1	14.2	50.3	16.2	14.1	48.5	
	October	104	44.9	111.7	23.6	19.0	67.6	15.6	14.2	45.7	
	November	101	45.9	126.0	15.6	12.7	59.1	14.6	13.1	44.8	
	December	111	46.8	132.9	13.6	19.1	45.0	12.6	15.2	38.1	
1977	January p	107	51.3	133.7	16.3	17.3	42.5	11.8	13.0	41.7	
	February p	113	53.7	136.8	16.2	15.2	52.5	13.8	13.6	49.4	
	March p	106	57.1	140.7	18.9	14.6	59.6	15.5	13.6	55.7	
	April p	96	59.1	150.4	13.7	11.5	49.1	11.7	12.6	39.5	
	May p	112	61.2	160.6	15.5	14.4	55.2	13.4	15.1*	44.9	

p Provisional.

* Based on early returns, seasonally adjusted deliveries in June are expected to be 12¼ million pairs.

Wool textile industry: output and exports

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in May 1977 was 5 per cent more than in May 1976. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-May 1977 woven fabrics (excluding blankets) were 10 per cent higher than in January-May 1976; deliveries of worsted yarns (excluding semi-worsted yarn) were 8 per cent higher. Production of wool and hair tops was 6 per cent more and that of man-made fibre tops was 5 per cent more.

Inquiries: 01-212 0017 or 01-212 6479.

Production in the cotton industry in May

Statistics issued by the Textile Statistics Bureau show that in January-May 1977 the amount of cloth woven was 2 per cent less than in January-May 1976. Production of single yarn increased by 3 per cent and doubled yarn increased by 6 per cent.

Inquiries: 01-212 0017 or 01-212 6474.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn [1]		Double yarn		Woven cloth	
	Cotton yarn [2]	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg				million m	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57 3	627.6	484.3
1971	133.0	83.3		85.0	559.1	479.8
1972	121.4	81.7		75 4	513.0	469.8
1973	115.4	92.5		82.1	453.2	502.3
1974	101.3	87.7		74.7	409.5	505.3
1975	94.4	76.4		68.4	405.4	503.0
1976	106.9	76.1		69.4	374.5	492.9
1976						
Jan	2.3	1.5		1.4	8.6	11.0
Feb	2.2	1.4		1.4	8.3	10.8
Mar [3]	2.3	1.5		1.4	8.3	10.5
Apr	1.9	1.4		1.2	6.6	8.7
May	2.4	1.7		1.5	8.0	10.5
Jun [3]	1.7	1.3		1.1	7.0	8.7
Jul	1.8	1.3		1.2	4.3	6.8
Aug	2.1	1.6		1.4	7.3	9.0
Sep [3]	1.8	1.3		1.2	6.4	8.7
Oct	2 3	1.7		1.6	7.9	10.6
Nov	2.4	1.7		1.6	7.9	10.7
Dec [3]	1.7	1.3		1.1	6.0	8.2
1977						
Jan	2.2	1.7		1.5	7.7	10.3
Feb	2.3	1.7		1.6	7.9	10.7
Mar [3]	2.2	1.8		1.6	7.9	10.7
Apr	1.7	1.4		1.2	6.3	8.8
May	2.3	1.9		1.6	7.9	11.1

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn [1]	Worsted yarn [2]	Woven fabrics (excluding blankets) [1]		Blankets [3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1975								
1st qtr	27.3	11.2	12.8	29.4	20.4	17.7	20.7	7.6
2nd	29.1	11.9	12.7	29.7	19.4	22.5	19.2	5.0
3rd	25.5	11.4	9.2	24.6	15.7	19.8	17.1	5.7
4th	28.7	12.3	9.6	28.4	19.9	16.8	17.6	6.4
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	30.0	23.1	19.6	18.8	6.7
1976								
January	10.0	4.5	4.3	9.5	6.4	5.1	5.8	2.6
February	9.6	4.2	3.2	9.2	6.6	5.3	5.9	1.9
March	11.4	5.1	4.1	10.7	7.6	6.5	6.5	2.0
April	10.4	5.0	3.9	9.5	7.0	5.7	5.5	1.5
May	10.2	4.8	4.6	9.3	7.0	7.0	5.6	1.4
June	9.9	4.7	3.6	9.1	6.3	6.9	5.8	1.5
July	8.7	4.6	3.8	7.1	5.9	6.1	5.6	1.5
August	8.3	3.5	2.8	7.7	5.3	6.0	4.6	1.7
September	10.6	5.3	4.0	8.9	7.0	7.3	6.7	2.0
October	10.5	4.9	4.9	9.4	7.9	7.1	6.0	2.2
November	10.9	5.4	4.4	9.6	7.7	6.0	6.2	2.2
December	9.2	4.3	3.7	8.0	6.1	4.8	5.3	2.1
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April		4.6	3.8	8.6	6.4	6.6	5.7	1.7
May		5.2	4.7	10.0	7.6	7.4	6.6	1.6

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In May deliveries of semi-worsted yarn were 0.8 million kilos. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

	Total	Wool tops [1]		Yarns		Woven fabrics [2]		Other wool textile products [3]
	£m	£m	Mn kilos	£m	Mn kilos	£m	Mn sq m	£m
1968	114.80	23.94	25.44	20.44	14.34	66.14	69.42	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	69.46	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	62.51	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	54.30	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	56.32	4.93
1973	172.32	38.06	21.36	36.95	18.28	91.08	60.39	6.24
1974	180.44	26.15	16.15	41.56	15.56	105.84	52.80	6.89
1975	165.22	28.53	16.19	37.42	13.83	92.08	43.33	7.20
1976	219.07	50.55	20.71	56.03	17.04	104.28	44.58	8.21
1974								
1st qtr	45.05	8.55	..	10.47	4.20	24.44	13.50	1.58
2nd	51.23	7.82	..	12.08	4.52	29.52	14.63	1.81
3rd	42.27	4.86	..	9.56	3.43	36.23	12.84	1.62
4th	41.90	4.92	..	9.45	3.41	25.66	11.84	1.88
1975								
1st qtr	36.93	5.19	4.04	8.33	3.07	21.79	10.43	1.62
2nd	42.17	6.97	3.30	9.36	3.54	24.27	10.77	1.57
3rd	41.80	7.98	4.47	8.66	3.17	23.76	11.86	1.40
4th	44.32	8.39	4.38	110.7	4.05	22.26	10.27	2.61
1976								
1st qtr	43.48	10.96	5.06	11.13	4.04	19.52	9.30	1.87
2nd	56.27	13.35	5.34	13.70	4.36	27.41	11.65	1.82
3rd	55.38	11.64	4.42	13.57	3.98	28.22	12.21	1.95
4th	63.94	14.59	5.89	17.64	4.66	29.14	11.42	2.57
1977								
1st qtr	71.46	18.02	5.43	20.04	5.02	30.89	11.91	2.51
2nd	75.23	15.83	4.84	19.89	4.65	37.18	12.74	2.33

[1] From the first quarter 1976 figures are not strictly comparable with previous periods. [2] Excluding mechanical cloths from January 1970. [3] Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted felts; and other made-up textile articles, not individually specified in the export list, of sheeps' or lambs' wool or fine animal hair. Other commodities of, or containing, wool or animal hair not included in the table: sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

Made-up clothing: orders and deliveries in May

In the three months ended May 1977, deliveries by the clothing industry were provisionally estimated to have been 7 per cent lower than in the preceding three months while net new orders were 7 per cent lower. Orders-on-hand at the end of May 1977 were 3 per cent higher than the end-February 1977 level. (These comparisons are based on the seasonally adjusted series in the accompanying tables.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975	142		118		115	
1976 p	142		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1975						
1st qtr	135	139	116	124	116	121
2nd qtr	165	151	133	119	114	112
3rd qtr	129	141	97	114	114	115
4th qtr	142	149	128	117	116	112
1976						
1st qtr	126	130	109	113	113	114
2nd qtr	148	135	126	116	106	109
3rd qtr	134	147	108	128	120	122
4th qtr p	142	149	136	123	124	119
1977						
1st qtr p	144	148	126	130	121	123
1976						
Jan	129	128	94	111	102	123
Feb	128	130	115	117	116	113
Mar	126	130	117	111	119	107
Apr	132	131	128	117	105	104
May	150	134	149	122	111	118
Jun	148	135	101	109	103	105
Jul	147	148	102	137	117	122
Aug	136	143	88	114	108	122
Sep	134	147	135	134	136	123
Oct p	140	144	159	122	140	119
Nov p	146	141	148	118	129	118
Dec p	142	149	98	128	104	119
1977						
Jan p	142	141	112	132	107	129
Feb p	138	140	126	128	128	125
Mar p	144	148	139	131	128	115
Apr p	153	152	134	122	116	115
May p	161	144	136	106	116	117

p Provisional.

Inquiries: 01-212 0116.

Government statistics

For more information, see the Guide to government statistics, published with Trade and Industry, 15 July 1977

Departmental responsibilities and contact points

Central Statistical Office
Great George Street, London SW1P 3AQ
01-233 followed by extension
National income and expenditure, balance of payments, index of industrial production, financial statistics, input/output statistics, development of social statistics, regional statistics ext **6135/6193**
Survey Control Unit inquiries only ext **7341**

Industry, trade, prices

Departments of Industry, Trade and Prices and Consumer Protection

Business Statistics Office
Cardiff Road, Newport, Gwent NPT 1XG
Newport 56111
General inquiries ext **2973**
Production statistics:
Annual production statistics ext **2455**
Quarterly and monthly production inquiries exts **2337/2322**
Purchases inquiry ext **2369**
Classified List of Businesses exts **2557/2751**
Distribution statistics:
Census of distribution 1971 ext **2000**
Annual inquiry into distributive and service trades, capital expenditure and stocks ext **2113**

Other offices
1 Victoria Street, London SW1H 0ET
01-215 followed by extension
Wholesale price indices exts **3351, 3544**
Capital expenditure and stocks, and investment intentions of private industry:
Manufacturing ext **3176**
Distributive and service trades ext **3345**
Retail trades turnover ext **3705**
Motor and catering trades turnover ext **3177**
Hire-purchase and other instalment credit ext **3162**
Aerospace ext **4052**
Companies:
Acquisitions and mergers, liquidity, insolvencies ext **5538**
Analysis of accounts ext **3132**
Insurance, private sector pensions funds ext **3162**
Overseas trade:
Visible ext **3131**
Invisible ext **5176**
Overseas direct investment and earnings ext **3135**
Economic indicators:
Home ext **3453**
Industrial countries ext **3442**

Abell House, John Islip Street, London SW1P 4LN **01-211** followed by extension
Scientifically qualified manpower ext **4496**
R&D expenditure by industry ext **3631**

Cromwell House, Dean Stanley Street, London SW1P 3HY **01-212** followed by extension
Shipping ext **6730**
Tourism ext **0616**

Millbank Tower, Millbank, London SW1P 4QU
01-211 followed by extension
Industrial development certificates ext **3324**
Distribution of industry ext **6073**

Dean Bradley House, 52 Horseferry Road, London SW1P 2AG **01-212** followed by extension
Manufacturing industries – production, sales, orders:
Steel and shipbuilding ext **5544**
Engineering ext **6044**
Metals ext **6532**
Motor vehicles ext **0788**
Chemicals ext **6937**
Textiles, clothing, footwear, leather, man-made fibres ext **6210**
Other industries ext **6331**

Export House, 50 Ludgate Hill, London EC4M 7HU **01-248 5757 Telex: 886143 DTI Export Ldn**
All foreign and Commonwealth statistics ext **337**

Statistics and Market Intelligence Library ext **368**
Provides up-to-date and comprehensive trade statistics for all countries, and general statistical publications from all over the world. Directories and foreign manufacturers' catalogues are also held. Reading room and copying facilities are available.

Energy

Department of Energy
Thames House South, Millbank, London SW1P 4QJ **01-211** followed by extension
Fuel and energy statistics ext **4292**

Customs and Excise

Customs and Excise
King's Beam House, Mark Lane, London EC3 7HE **01-626 1515**
Statistics related to all indirect taxes administered by the Department ext **2024**
Bill of Entry Service, Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea SS2 6AL
Southend 49421
United Kingdom external trade statistics ext **310**

Employment

Department of Employment
Orphanage Road, Watford, Herts WD1 1PJ
Watford 28500
Employment, unemployment, vacancies ext **403**
Earnings, wage rates, hours of work ext **651**
New earnings survey ext **500**
Stoppages of work due to industrial disputes ext **673**
Employers' labour costs ext **526**
Index of retail prices ext **630**

26 King Street, London SW1Y 6RB
01-214 8627
Family Expenditure Survey

Environment, transport

Departments of the Environment and Transport
St Christopher House, Southwark Street, London SE1 0TE **01-928 7999**
Roads ext **3045**
Road traffic exts **2198, 2629**

2 Marsham Street, London SW1P 3EP
01-212 followed by extension
Passenger traffic, road vehicles, public road passenger transport ext **5533**
Inland freight transport, railways ext **7513**
Road accidents ext **7452**
Traffic of seaports ext **8323**
Road goods transport ext **8297**
Building materials exts **7147, 8411**
Construction industries ext **7142**
Planning and land use ext **4113**
Local government financial statistics ext **4627**
Population projections exts **8558, 8563**
Household projections ext **8555**
Housing ext **8551**

Taxation

Board of Inland Revenue
Somerset House, Strand, London WC2R 1LB
01-438 6649
Statistics of direct taxes, corporate income, surveys of personal incomes, personal wealth and conveyancing

Government statistics

Contact points continued

Agriculture

Ministry of Agriculture, Fisheries and Food
Whitehall Place, London SW1A 2HH
01-839 7711
General inquiries exts **7000, 7024**
National expenditure estimates on food ext **477**
Food consumption estimates exts **388, 479**
Agricultural incomes, etc exts **292, 296, 297, 565**
Agricultural and food statistics for overseas countries ext **544**
Market prices (livestock, dairy products, etc) ext **7058**

Great Westminster House, Horseferry Road, London SW1P 2AE **01-216** followed by extension
Commodity production statistics ext **7501**
Market prices (horticulture) ext **6711**
Fisheries ext **6143**

49–53 Parliament Street, London SW1A 2NH
01-233 followed by extension
Agricultural rents, land prices, etc ext **5454**

Government Buildings, Tolcarne Drive, Pinner, Middlesex HA5 2DT **01-868 7161**
Agricultural prices indices ext **35**
Wholesale price index (manufactured food and soft drinks) ext **108**
National food survey: household food consumption and expenditure ext **44**

Government Buildings, Epsom Road, Guildford GU1 2LD **Guildford 68121**
Agricultural censuses and surveys ext **518**

Population

Office of Population Censuses and Surveys
St Catherine's House, Kingsway, London WC2B 8JP **01-242 0262**
Population and vital statistics (England and Wales):
National and local estimates of population ext **2249**
Regional demography and sub-national population projections ext **2183**
Overseas migration ext **2182**
National population projections, international data and general inquiries ext **2169**
Deaths, abortions, infectious diseases ext **2229**
Births ext **2162**
Divorces and marriages ext **2168**
Social surveys ext **2292**
Census of population, general inquiries exts **2009, 2013**

Health, social security

Department of Health and Social Security
Friars House, 157-168 Blackfriars Road, London SE1 8EU **01-703 6380**
Social security statistics ext **4284**

42–46 Weston Street, London SE1 3QW
01-407 4411
Statistics of personal social services ext **230**
Statistics of health services ext **223**

Registrations of British, community and foreign films

Films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 19 August 1977, are shown in the table.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 2515	BR/E 39182/21/8/82	8	19 August	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
Dr Minx	F 39283	90	18 August	Lancair Film Distributors Ltd	Ishkan Productions, California
Death Machines	F 39284	90	18 August	Lancair Film Distributors Ltd	MPI, California
Never On Friday	F 39285	90	19 August	West World Films	Dimension Pictures Inc, California
Viva Knievel	F 39286	104	19 August	Columbia-Warner Distributors Ltd	Metropolitan Theatres Inc, California

AMENDMENT TO THE REGISTER

The title of the film 'Turkish Delight' (EC 37333/3/3/79), registered on 27 February 1974, has been amended to 'The Sensualist'.

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) 19 Aug 77
overseas royalties 12 Aug 77
trends in invisibles 29 Apr 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 18 Feb 77
Capital expenditure:
manufacturing, distributive and service industries (q) 8 Jul 77
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